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# USSR Report

CONSUMER GOODS AND DOMESTIC TRADE

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8 June 1983

# USSR REPORT

## CONSUMER GOODS AND DOMESTIC TRADE

No. 65

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### MILK AND MEAT MINISTER ON CHEESE INDUSTRY PLANS

Moscow MOLOCHNAYA PROMYSHLENNOST' in Russian No 3, Mar 83 pp 9-14

[Article by S. S. Antonov, USSR Minister of the Meat and Dairy Industry: "We Shall Give the Country One Million Tons of Cheese"]

[Text] An increase in the production of cheese occupies a special place among the tasks posed for the milk industry by the 26th CPSU Congress and the May (1982) Plenum of the CPSU Central Committee which approved the USSR Food Program for the Period Until 1990.

A great deal of attention is constantly devoted to the development of cheese making in our country. This is witnessed by the specially adopted 1965 and 1974 decrees of the USSR Council of Ministers on measures to increase the production and improve the quality of cheese.

The fulfillment of these decrees made it possible to create a reliable production and equipment base for the cheese industry. Construction and reconstruction has been performed on 230 cheese plants, at most enterprises new highly productive equipment has been installed, and production capacities have increased by 2.5 times.

The geography of cheese making has been expanded. The production of cheese has grown at outstripping rates in the Ukrainian SSR, Belorussian SSR, Kazakh SSR, Moldavian SSR, in the Baltic Republics, and also in such autonomous republics and oblasts of the RSFSR as the Bashkir ASSR, Novosibirsk, Saratov, Gor'kiy, Penza, Orel Oblasts, and a number of others in which cheese was formerly produced in negligible amounts.

As a result of measures which have been taken, the production of cheese increased from 296,300 tons in 1965 to 695,200 tons in 1982, or by 2.3 times, including rennet cheeses from 155,000 to 477,800 tons, or by 3 times.

Important changes have occurred in cheese production equipment and technology, and this has made it possible to raise the level of the mechanization of labor intensive processes. The employment of new bacterial fermenting agents and preparations, the forming of cheese in special apparatuses, napkin-free pressing in perforated forms, salting in containers, maturing in polymer films, and a number of other progressive initiatives have become widespread.

The quality of the product has been improved. In 1981 73.4 percent of the grade cheeses were of the highest grade (in 1975 59.7 percent). New types of cheeses have been developed and introduced into production: Cheddar, Bukovina, Baltic, Biysk, Vyrusskiy, Emmental, and also melted cheeses with various fillings.

The per capita production of cheese increased from 1.3 kilograms in 1965 to 2.6 kilograms in 1982.

However, as a result of the fact that cheese has become a product of mass consumption, in a number of areas of the country shortages are now being felt. This applies especially to such traditional types of cheeses as Soviet, Swiss, round Dutch, Kostroma, and certain others.

The USSR Food Program has set the task of achieving the production of one million tons of cheese from state raw materials resources in 1990.

The ministries of the meat and dairy industry of the union republics have been given cheese production assignments in 1990 in the following amounts (see table).

1	Миниясомолпромы	Выработка сыра, тыс. т 2			Использование молока на выработку сыра, % к госресурсам 6	
		3 всего	4 сычужных	5 плавленных	1980 г.	1990 г.
7	Миниясомолпром СССР	1000	723	277	7,0	8,7
8	в том числе Миниясомолпромы					
9	РСФСР	514	334	180	6,8	8,9
10	Украинской ССР	218,7	166,7	52	6,2	8,9
11	Белорусской ССР	60	48,3	11,7	7,9	10,3
12	Узбекской ССР	1,9	1,4	0,5	1,5	0,8
13	Казахской ССР	35	20	15	4,6	5,7
14	Грузинской ССР	21	20,9	0,1	61,8	54,8
15	Азербайджанской ССР	20,5	19,5	1,0	35,4	32,2
16	Литовской ССР	26,5	22,6	3,9	6,9	8,0
17	Молдавской ССР	14,0	12,1	1,9	7,4	8,7
18	Латвийской ССР	27,5	24,6	2,9	9,9	11,8
19	Киргизской ССР	7,0	4,1	2,9	5,6	6,8
20	Таджикской ССР	3,0	1,5	1,5	2,5	3,8
21	Армянской ССР	25,5	24,9	0,6	65	54,5
22	Туркменской ССР	0,8	0,8	—	4,2	3,2
23	Эстонской ССР	21,5	19	2,5	8,2	13,3
24	НПО «Углич»	3,1	2,6	0,5	0,7	0,4

- 1 Ministries of meat and dairy industry
- 2 Cheese production, thousands of tons
- 3 Total
- 4 Rennet
- 5 Melted
- 6 Use of milk for cheese production, percentage of state resources
- 7 USSR Ministry of Meat and Dairy Industry

- 8 Including the ministries of meat and dairy industry of:
- 9 RSFSR
- 10 Ukrainian SSR
- 11 Belorussian SSR
- 12 Uzbek SSR
- 13 Kazakh SSR
- 14 Georgian SSR
- 15 Azerbaijanian SSR
- 16 Lithuanian SSR
- 17 Moldavian SSR
- 18 Latvian SSR (continued on next page)

(Table, continued from preceding page)

19 Kirghiz SSR	22 Turkmen SSR
20 Tajik SSR	23 Estonian SSR
21 Armenian SSR	24 "Uglich" Scientific Production Association

Having carefully analyzed the industry's possibilities with regard to its development prospects and the expected raw materials resources, the USSR Ministry of the Meat and Dairy Industry regards it as possible to bring the production of cheese to one million tons, or to come very close to this mark as early as 1989, that is, a year earlier than the established date. The ministry has developed and is carrying out measures in this direction.

First of all, the most urgent measures have to be taken to use the existing reserves in the industry in order to substantially increase cheese production at operating capacities.

An increase in the number of full work shifts at cheese production enterprises, that is, an increase in output per unit of capacity, should be regarded as one of the chief reserves. At the present time this indicator fluctuates within a wide range. While in 1981 the average production of cheese per unit of capacity was 430 tons, in the USSR it was 392 tons, the Ukrainian SSR--473, the Belorussian SSR--544, and the Lithuanian SSR--588 tons.

For a number of years many large plants have been stably taking 500-600 tons of cheese per unit of capacity. They include: the Boltovskiy and Maslyanino Cheese-Making Plants in Novosibirsk Oblast, the Pochinkovskiy in Gor'kiy Oblast, the Bochgarskiy in Voronezh Oblast, the Sosnovka in Tambov Oblast, the Novobugskiy in Nikolayev Oblast, the Gadyach in Poltava Oblast, the Velikoburlukskiy in Khar'kov Oblast, the Shchuchin in Grodno Oblast, the Stolin in Brest Oblast, the Pasvalis and Rokishkis in the Lithuanian SSR, the Tsesvayne in the Latvian SSR, and the Mamadysh in the Tatar ASSR.

The work experience of the above and of many other advanced enterprises to increase the shift coefficient of work and have an equal work load on cheese-making plants throughout the year has not yet, unfortunately, become the property of the entire industry. According to the most modest estimates, solely on the basis of a fuller work load for existing capacities the production of rennet cheeses could be increased by 50,000-60,000 tons a year.

Insufficient use is being made of ripening in store at cheese storage units and at butter and cheese bases, although this is also a reserve for increasing production. In 1981 the average turnover rate of artificial cheese ripening capacities came to only 1.6 times in the country as a whole, although advanced collectives--the Shaulyay Cheese Storage and the Saratov and Zhitomir Meat and Cheese Bases--have attained 3-4 turnovers in a year. These enterprises achieve their high indicators thanks to their use of advanced technology and scientific labor organization.



One of the basic reasons for the unsatisfactory work of many cheese-making plants is the poor and inefficient work of their related services in the procurement system. The quality of the raw materials which come to certain plants is still low, the milk has a large amount of machinery contaminants and an increased level of bacterial insemination, and, in most cases, they arrive in an uncooled state. Thus, in 1981 only 0.2 percent of the milk that came to the Yelan' Butter and Cheese-Making Combine in Volgograd Oblast was in a cooled state, at the Terbuny Cheese-Making Plant in Lipetsk Oblast--1.1, the Suzemka in Bryansk Oblast--8.1, and the Yefremov in Tula Oblast--9.4 percent.

In 1981 64 percent of the milk coming to the Tikhoretsk Cheese-Making Combine in Krasnodar Kray was second-grade, and 6 percent was non-grade; at the Kuzovatova Cheese-Making Plant in Ul'yanovsk Oblast the corresponding figures were 24.4 and 13.3 percent, at the Tselinnyy in Kurgan Oblast--47 and 18, and at the Balakhta in Krasnoyarsk Kray--43.1 and 24.2 percent.

Such cases of the delivery of poor quality raw materials to dairy plants have to be brought to the attention of the appropriate local party and government agencies, and urgent measures have to be taken to eliminate the reasons causing milk spoilage.

The ministries of meat and dairy industry of the union republics and the production associations and enterprises of the dairy industry have to systematically perform work in the raw materials zones of cheese-making plants to increase the production of milk suitable for cheese and improve its quality by means of providing kolkhozes and sovkhoses with technical and material assistance for the realization of milk cooling, for the production of special yeasts for feed silaging, the training of milk analyzers and laboratory workers, and the effective use on livestock sections of detergents and disinfectants; and to organize at cheese-making plants the production of dry and liquid whole milk substitutes for young livestock feed in order to increase the commodity value of the milk and increase milk resources for cheese production.

Insufficient use is also being made of such a reserve as increasing the production, within the limits of local demand, of soft and brined cheeses with short maturing periods. In 1982 68,300 tons of this kind of cheese was produced, and its proportion in total cheese production came to only 14.3 percent, and at the enterprises of the Ministry of Meat and Dairy Industry RSFSR--9.7, of the Belorussian SSR--10, the Latvian SSR--10.7, and the Lithuanian SSR--8.7 percent. At the same time, its proportion reached 56 percent at the enterprises of the Ministry of Meat Dairy Industry of the Moldavian SSR, 27 percent in the Ukrainian SSR, and 20 percent in the Tajik SSR.

These figures show that in certain republics the necessary attention is not yet being given to the development of the production of soft and brined cheese with a brief maturing period.

Research which has been conducted by the "Uglich" Scientific Production Association has established the possibility of decreasing the maturing time of hard

cheese, particularly Soviet from 120 to 90 days, Dutch from 75 to 60 days, and Russian from 70 to 60 days. The USSR State Committee for Standards has approved the corresponding changes in the standards in effect.

This is creating new possibilities for increasing the production of cheese, since as a result of an acceleration of the turnover of ripening chambers, the capacities for the production of Soviet cheese increase by 25 percent, Dutch by 20 percent, and Russian by 15 percent. Multiplied by the capacities of the enterprises which produce these types of cheese, the additional production of this output will come to more than 10,000 tons a year.

At a number of enterprises there is still a lack of the necessary responsibility with regard to complying with production discipline and sanitation rules, and fulfilling the requirements for economizing raw materials, material, and energy resources.

As checks have shown, at certain plants the standard content of fat, moisture, and salt is not maintained during the production of cheese, there are deviations from the established dimensions and mass, and the technological modes of production, pressing, salting, and ripening are violated. Control has been weakened over the quality of milk, pasteurization temperature, and yeast quality, and milk is not normalized for protein titer.

All of this testifies to a weakening of production and technological discipline, and of techno-chemical and microbiological control.

Every plant has to make fuller use of the achievements of science and of the advanced experience which has been accumulated in industry. The efficiency of the overall output quality control system must also be increased.

In addition to the full use of existing reserves, the achieved direction in the development of cheese-making for the period until 1990 is its transfer to an intensive path.

The ministry has established assignments for the commissioning of rennet cheese production capacities on the basis of state capital investments in the amount of 253 tons per shift for 1981-1985 and 275 tons per shift for 1986-1990, and also on the basis of Gosbank credit assignments for 1982-1987 for the reconstruction, expansion, and reequipping of operating cheese plants in the amount of 56 tons per shift.

At the present time branch planning institutes together with the union republic ministries of the meat and dairy industry and production associations are developing a General Plan for the Development and Siting of the Dairy Industry for 1986-1990, with a perspective reaching to the year 2000.

The task consists in not losing any time and establishing today a list and directions of the reconstruction of operating cheese plants and construction points for new ones, and to begin the working out of planning estimates. The

punctual performance of preparatory work will make it possible to put new production capacities into operation on schedule and ahead of schedule with a maximum use of Gosbank credit.

Calculations show that given the efficient use of existing capacities and the punctual commissioning of new ones, the established assignment for the production of one million tons of cheese, including 723,000 tons of rennet cheese, is entirely realistic. In addition, cheese plants will have to work an average of around 550 full shifts; that is, as much as is worked today by advanced enterprises.

In order to raise the level of the work of all large cheese plants to the level of advanced ones, increased assignments have been established for them for the production of cheese in 1989.

The union republic ministries of the meat and dairy industry and the Planning Institute for the Meat and Dairy Industry have been charged with providing on schedule all objects of new construction and enterprises which are being reconstructed with planning estimates, and also with standard plans for the reconstruction (expansion) of operating cheese plants which were built in accordance with standard plans.

The Administration of Equipment, of the Chief Mechanical Engineer, and of Power Engineering of the USSR Ministry of the Meat and Dairy Industry has been charged with supplying existing cheese plants and those under construction with new highly productive equipment of domestic manufacture and with equipment imported from the socialist countries.

The creation is envisaged in 1982-1985 of new production equipment for the cheese industry, among which mention should be made of a cheese producer with a capacity of 15,000 liters and with programmed controls in a set with form devices, a set of equipment for the production of Suluguni cheese with a productivity of three tons per shift, a mechanized flow line for the production of soft cheese with a capacity of ten tons per shift, an automated pasteurization and cooling unit with a productivity of 25,000 liters per hour, and a number of other types of equipment.

At the present time the assortment of rennet cheeses has been unjustifiably expanded. In all, more than 100 types is being produced. Many cheeses (more than 50 types) are produced in a quantity of less than 1,000 tons a year, do not have specific type characteristics, and are not in demand with the public.

In this connection, the ministry has recommended for production in 1990 an assortment of the basic traditional and of new types of rennet and processed cheeses. They include hard cheeses: Soviet, Swiss, Emmental, Altayl, Biysk, Gornyy, Ukrainian, Round Dutch and Bruskovyy, Steppe, Kostroma, Yaroslavl', Uglich, Estonian, Cheddar, Lithuanian, Baltic, Bukovinskiy, and Vyrusskiy; brined: Sulungi, Limanskiy, Lori, Brynza; soft: Adygey and Roqueforte, and also others which are in increased demand.

Assignments have been established for bringing the production of Soviet cheese to 12,500 tons in 1985 and to 20,000 tons in 1990, Swiss--7,500 and 12,500 tons, Dutch--100,000 and 127,500, soft and brined cheeses with a ripening period of up to five days--100,000 and 130,000 tons, and Brynza--30,000 and 50,000 tons.

It is planned to increase the production of cheeses which ripen in polymer sheets and coverings to 385,000 tons in 1985 and 450,000 tons in 1990.

An assignment has been given to enterprises for the production of the highest grade of rennet cheeses subdivided into grades: 75 percent in 1985, and 80 percent in 1990.

The union republic ministries of the meat and dairy industry have been charged with increasing the production of processed cheeses at the dairy plants, refrigerators, and butter and cheese bases of cities and industrial centers; in addition, in producing them maximum use is to be made of rapidly ripening cheeses for processing, and of non-fat cheese and Tuorog.

The "Ugliche" Scientific Production Association has to concentrate the efforts of the collective of the All-Union Scientific Research Institute of the Butter- and Cheese-Making Industry and its branches on the solution of the most important theoretical and practical problems in improving the production of rennet and processed cheeses, the use of biological factors to increase production and improve quality and of membrane equipment and technology for processing milk and milk whey, the creation of continuous cheese production processes, and a curtailment of manual labor in cheese-making thanks to an improvement and mechanization and automation of production processes.

The union republic ministries of the meat and dairy industry have been given assignments to increase in 1990 the production of dairy raw sugar to 35,000 tons, refined--to 10,000 tons, dry milk whey--to 70,000 tons, and thickened whey--to 550,000 tons.

It is planned to develop and carry out measures to shift the production of cheese to a waste-free technology involving the use of modern production processes for the processing of whey: ultra-filtration, reverse osmosis, and electrodialysis.

Such in brief outline are the measures which have been established by the USSR Ministry of the Meat and Dairy Industry for the fulfillment of the responsible assignment stipulated by the USSR Food Program to ensure the production in 1990 of one million tons of cheese.

The task of the union republic ministries and of the associations and enterprises of the dairy industry which produce cheese is to immediately, without any loss of time, mobilize their collectives and every worker for the planned and efficient fulfillment of the established assignments.

The dairy industry has working in it a large detachment of workers, expert cheese-makers, and engineering and technical workers who have an enormous amount of experience in cheese-making. The best of them have been awarded orders and medals of the Soviet Union, 8 have been given the high title of Hero of Socialist Labor, 530 cheese-making experts have been awarded class titles, and 292 cheese experts and 148 industrial and scientific workers have been awarded the insignias "For Expertise in Cheese-Making" and "For the Development of Cheese-Making."

There is complete confidence in the fact that every dairy industry worker who is involved in cheese-making will do everything that depends upon him to fulfill the responsible and honorable task of producing one million tons of cheese for the Soviet people.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### ON STIMULATING PRODUCTION OF CONSUMER GOODS

Moscow EKONOMICHESKAYA GAZETA in Russian No 10, Mar 83 p 16

[Temporary Statute on the Stimulation in 1983-1985 of the Increase of the Production of Consumer Goods, the Fulfillment of the Set Assignments on the Production of These Goods Per Ruble of the Wage Fund and the Increase of Their Quality, approved on 11 February 1983]

[Text] On 11 February 1983 USSR Gosplan, the USSR Ministry of Finance, the USSR State Committee for Labor and Social Problems and the AUCCTU approved "The Temporary Statute on the Stimulation in 1983-1985 of the Increase of the Production of Consumer Goods, the Fulfillment of the Set Assignments on the Production of These Goods Per Ruble of the Wage Fund and the Increase of Their Quality."

In the five-year and annual plans, starting with the plan for 1983, assignments on the production of consumer goods per ruble of the wage fund are being established for the councils of ministers of the union republics, USSR ministries and departments.

The indicated assignments are established for production associations (enterprises) and organizations in conformity with the Temporary Procedural Statutes on the Planning and Recording of the Indicators of the Total Volume of the Production of Consumer Items and the Production of Consumer Goods Per Ruble of the Wage Fund, which were approved by USSR Gosplan and the USSR Central Statistical Administration on 12 August 1982 (No NR-308/3-270), and the explanations of the USSR Central Statistical Administration of 9 December 1982 (No 04-92), On the Submitting by Associations and Enterprises of Industry of Returns on the Production of Consumer Goods Per Ruble of the Wage Fund in 1983. The text of the temporary statute, which was approved on 11 February 1983, is published below.

1. The following procedure of additional deductions for the material incentive fund is established for the purposes of stimulating production associations

(enterprises) and organizations, for which the output of consumer goods is not the basic type of activity.\*

The additional deductions for the material incentive fund are made for the increase of the production of consumer goods in retail prices per ruble of the wage fund of the production association (enterprise) and organization, which is calculated by a cumulative total against the level of this indicator, which is determined on the basis of the assignment of the plan for 1982.

The calculation of the indicator of the production of consumer goods per ruble of the wage fund is carried out in conformity with the Temporary Procedural Statutes No NR-308/3-270 on the Planning and Recording of the Indicators of the Total Volume of the Production of Consumer Items and the Production of Consumer Goods Per Ruble of the Wage Fund, which were approved by USSR Gosplan and the USSR Central Statistical Administration on 21 August 1982.

The deductions are made in accordance with the standard in the amount of 1 percent of the material incentive fund according to the plan for the year for each point (percent) of the indicated increase.

The production associations (enterprises) and organizations, which have adopted in 1984-1985 counterplans of the production of consumer goods per ruble of the wage fund, which exceed the level of this indicator which has been calculated on the basis of the assignments of the five-year plan for the corresponding year, envisage in the plan additional deductions for the material incentive fund for the indicated excess in accordance with standards which have been increased by twofold.

In the case of the exceeding by production associations (enterprises) and organizations of the plan of the production of consumer goods per ruble of the wage fund (including the indicators of the counterplans) the additional deductions are made to the material incentive fund in accordance with the standards (without their increase for the adopted counterplans), which are established by this statute.

In the case of the nonfulfillment by production associations (enterprises) and organizations of the plan of the production of consumer goods per ruble of the wage fund the deductions for the material incentive fund are reduced in the section of the nonfulfillment of the counterplans in accordance with standards, which have been increased by twofold, and in the remaining section of the nonfulfillment of the plan in accordance with the standards which are established by this statute.

In 1983 the additional deductions for the material incentive fund are made on the basis of the actual output of consumer goods per ruble of the wage fund as compared with the plan of the corresponding period of 1982 at the expense of and within the limits of the above-plan profit.

In 1984-1985 the additional deductions for the increase of this indicator in the plan of the corresponding year as compared with the 1982 plan are made at the

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\* There are grouped with the production associations (enterprises) and organizations, for which the output of consumer goods is not the basic type of activity, those of them, in the annual plan of which the output of the indicated goods comes to less than 50 percent of the total production volume.

expense of the planned profit, while for the exceeding of it during the year as compared with the plan of the corresponding year they are made at the expense of and within the limits of the above-plan profit.

With respect to the production associations (enterprises) of the ministries, which have been changed over to the standardized method of distributing the profit, the above-plan deductions for the material incentive fund for the increase of the production of consumer goods per ruble of the wage fund are made at the expense of the above-plan profit prior to its redistribution in accordance with the established standard.

If the production associations (enterprises) do not have an adequate above-plan profit, a portion of the assets of the reserve (centralized fund) of the ministry (industrial association) with respect to the material incentive fund can be allocated for these purposes.

The indicated deductions are made with allowance made for the fulfillment of the plans of the sale of consumer goods in accordance with the quantity, dates and products list (assortment) according to the procedure which is stipulated in Paragraph 34 of the Basic Statutes No YaR-6-D on the Organization and Expenditure of the Material Incentive Fund and the Fund for Sociocultural Measures and Housing Construction in 1981-1985 in Industry, which were approved by USSR Gosplan, the USSR Ministry of Finance, the USSR State Committee for Labor and Social Problems and the AUCCTU on 5 March 1980.

The total amount of the additional contributions for the material incentive fund in accordance with the plan, as well as with allowance made for the actual exceeding for the increase of the production of consumer goods per ruble of the wage fund in 1983-1985 should not exceed 50 percent of this fund, which is stipulated in accordance with the plan for the year.

2. The payment of bonuses to the workers of production associations (enterprises) and organizations for the increase of the production of consumer goods per ruble of the wage fund is made in accordance with the following procedure:

managerial personnel--for each point (percent) of the actual increase of the volume of production of consumer goods per ruble of the wage fund, which is calculated by a cumulative total from the beginning of the year (quarter, half a year, 9 months, a year) against the level of this indicator, which has been determined on the basis of the plan assignments for the corresponding period of 1982, in the amount of 5 percent of the monthly salary during the quarter (with allowance made for the time actually worked);

other workers, who have distinguished themselves in the increase of the production of consumer goods per ruble of the wage fund--in accordance with the procedure and in the amounts, which have been established by the manager of the production association (enterprise) and organization in consultation with the trade union committee.

At the production associations (enterprises) and organizations, which have adopted counterplans, the bonuses are paid in increased amounts: to managerial personnel--for each point (percent) of the production of consumer goods per ruble of the wage



fund, which exceeds the assignments of the five-year plan for the corresponding year, in the amount of 10 percent of the salary during the quarter, while to other workers--in the amount established by the manager of the production association (enterprise) and organization in consultation with the trade union committee.

The payment of bonuses is made on the condition of the fulfillment of the plan of the production of consumer goods by a cumulative total since the beginning of the year. The bonuses in the indicated amount are paid in the case of the assurance of an absolute increase of the production of consumer goods as compared with the level which is stipulated in the plan of the preceding year. In case of the failure to observe this condition the amount of the bonuses is reduced by 30 percent.

The indicated payment of bonuses is made in 1983 for the increase of the production of consumer goods per ruble of the wage fund at the expense of the planned material incentive fund for this year and the additional deductions for this fund at the expense of the above-plan profit, while in 1984 and 1985 they are made at the expense of the additional deductions for the material incentive fund from the planned and above-plan profit.

3. At the production associations (enterprises) and organizations, for which the output of consumer goods is the basic type of activity,\* the payment of bonuses to the workers is made for the improvement of the quality of the consumer goods being produced in accordance with the following procedure:

managerial personnel--for each point (percent) of the actual increase of the proportion of consumer goods, which have been assigned to the highest quality category and the category of new goods of improved quality, in the total production volume, which is calculated by a cumulative total for the quarter, half a year, 9 months and a year against the level of this indicator, which has been determined on the basis of the plan assignments for the corresponding period of 1982, in the amount of 5 percent of the monthly salary during the quarter (with allowance made for the time actually worked) on the condition of the fulfillment of the plan on the volume of production of consumer goods by a cumulative total since the beginning of the year. The bonuses in the indicated amount are paid in the case of the assurance of an absolute increase of the production of consumer goods as compared with the level which is stipulated in the plan of the preceding year. In case of the failure to observe this condition the amount of the bonuses is reduced by 30 percent;

other workers, who have distinguished themselves in the increase of the proportion of consumer goods, which have been assigned to the highest quality category and the category of new goods of improved quality, in the total production volume--in accordance with the procedure and in the amounts, which have been established by

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\* The production associations (enterprises) and organizations of light, the food, the meat and dairy and the fish industries, as well as the production associations (enterprises) and organizations of other sectors of industry, in the annual plan of which the output of the indicated goods comes to 50 percent and more of the total production volume, are grouped with the production associations (enterprises) and organizations, for which the output of consumer goods is the basic type of activity.

the manager of the production association (enterprise) and organization in consultation with the trade union committee.

The indicated payment of bonuses is made at the expense of the assets, which are being additionally deducted for the material incentive fund of production associations (enterprises) and organizations for the increase of the production of consumer goods of the highest quality category and the output of new goods of improved quality.

4. The payment of bonuses in conformity with Paragraphs 2 and 3 of this statute is made regardless of the other results of the work of the production associations (enterprises) and organizations and in excess of the maximum amounts of the bonuses, which have been established for the corresponding categories of workers.

5. This statute goes into effect as of 1 January 1983.

6. Paragraph 39 of the Basic Statutes No YaR-6-D on the Organization and Expenditure of the Material Incentive Fund and the Fund for Sociocultural Measures and Housing Construction in 1981-1985 in Industry, which were approved by USSR Gosplan, the USSR Ministry of Finance, the USSR State Committee for Labor and Social Problems and the AUCCTU on 5 March 1980, is deemed void.

In the appendices of the temporary statute there are cited:

an example of the calculation of the additional deductions for the material incentive fund for the increase of the production of consumer goods per ruble of the wage fund (form No 1);

an example of the calculation of the bonus for the increase of the volume of production of consumer goods per ruble of the wage fund (form No 2);

an example of the calculation of the bonus for the improvement of the quality of consumer goods (form No 3).

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### SOME REPUBLIC PRODUCTION GROWTH FIGURES CITED

Moscow IZVESTIYA in Russian 5 Feb 83 p 2

[Article (TASS): "On the March of the Five-Year Plan"]

[Text] The working people of the union republics, having extensively developed the socialist competition for the fulfillment of the decisions of the 26th CPSU Congress, ensured during the second year of the 11th Five-Year Plan the further increase of social production and its efficiency and the increase of the well-being of the people.

Kishinev. The increase of the output in industry of the Moldavian SSR came to 8.8 percent.

The workers of the countryside under adverse weather conditions achieved a considerable increase of many types of agricultural products. The grain growers obtained a good crop. More than 2 million tons of grapes were harvested for the first time.

Public education, science and culture underwent further development, the medical service and organized recreation of the population were expanded.

The size of the population of the Moldavian SSR on 1 January 1983 came to 4,052,800.

Riga. Industry of the Latvian SSR fulfilled the annual plan on the sale of products. The increase of production came to 2.7 percent, labor productivity increased by 2.5 percent.

The workers of agriculture exceeded the plan of the sale to the state of grain, potatoes, vegetables and eggs.

In the republic 86,000 people improved their housing conditions.

The size of the population of the Latvian SSR on 1 January 1983 came to 2,568,000.

Frunze. Industry of the Kirghiz SSR fulfilled the annual plan on the sale of products. Labor productivity increased by 2.2 percent.

The workers of the kolkhozes and sovkhoses of the republic fulfilled the plan of the sale to the state of livestock and poultry, eggs, wool, potatoes, honey and cocoons of the mulberry silkworm.

Apartment houses with a total area of about 100,000 m<sup>2</sup>, including more than half in rural areas, were built by means of all sources of financing.

The size of the population of the Kirghiz SSR on 1 January 1983 came to 3,803,000.

Dushanbe. Industry of the Tajik SSR fulfilled the annual plan on the sales volume of products. The increase of production came to 1.7 percent.

The socialist obligations on the sale to the state of raw cotton of the fine-fiber varieties, potatoes, vegetables, grapes, livestock and poultry were exceeded.

The size of the population of the Tajik SSR on 1 January 1983 came to 4,236,000.

Yerevan. Industry of the Armenian SSR exceeded the annual plan on the sales volume of products. The increase of industrial production came to 3.8 percent. Labor productivity increased by 1.1 percent.

The workers of agriculture of the republic achieved an increase of the production of many types of products. The plan of the sale of grain to the state was exceeded.

Fixed capital worth 1.1 billion rubles was put into operation, 15,300 new well-appointed apartments were built.

The size of the population of the Armenian SSR on 1 January 1983 came to 3,222,300.

Ashkhabad. The annual plan on the sales volume of products, which was set for the associations and enterprises of the Turkmen SSR, was fulfilled. The increase of production came to 1.1 percent.

The workers of agriculture harvested a good crop. The gross harvest of raw cotton came to 1,178,100 tons, including 314,900 tons of the fine-fiber varieties. The set plan of purchases of livestock and poultry, milk and eggs was exceeded.

The fulfillment of the program of social development and the increase of the standard of living of the population was continued.

The size of the population of the republic on 1 January 1983 came to 3,044,600.

Tallinn. Industry of the Estonian SSR exceeded the annual plan on the sale of industrial products and the output of the majority of the most important types of items. The entire increase of the output of products was obtained by the increase of labor productivity.

The output of agriculture last year came to more than 1 billion rubles.

In all 13,900 new well-appointed apartments with a total area of 800,000 m<sup>2</sup> were built, 64,000 people improved their housing conditions. Public education, science, culture and health care underwent further development.

The size of the population of the Estonian SSR on 1 January 1983 came to 1,507,000.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

UDC 665.3.002.33"1917-1982"

### FATS AND OILS INDUSTRY OVERVIEW GIVEN

Moscow MASLO-ZHIROVAYA PROMYSHLENNOST' in Russian No 11, Nov 82 pp 1-8

[Article by V. M. Korostelov, deputy chief of the Administration of the Vegetable Fats and Oils Industry of the USSR Ministry of the Food Industry; Candidate of Technical Sciences I. M. Tovbin, senior scientific associate of the Moscow Affiliate of the All-Union Scientific Research Institute of Fats; Candidate of Agricultural Sciences M. F. Bozhko, chief of a laboratory of the Kharkov Affiliate of the All-Union Scientific Research Institute of Fats; and Candidate of Economic Sciences M. I. Kruchinina, chief of a laboratory of the All-Union Scientific Research Institute of Oleaginous and Essential Oil Bearing Plants: "The Achievements in the Development of the Raw Material Base of the Oils and Fats Industry in 65 Years"]

[Text] The Soviet people are greeting the 65th anniversary of Great October in an atmosphere of great political and labor enthusiasm.

Armed with the decisions of the 26th CPSU Congress and the November (1981) and May (1982) CPSU Central Committee Plenums, the Soviet people are working dedicatedly on the realization of the imposing tasks of the economic and social development of the country during the 11th Five-Year Plan.

The May (1982) CPSU Central Committee Plenum, which approved the Food Program for the period to 1990, became a major event for the collective of many thousands of workers of the oils and fats industry.

The goal set in the decisions of the plenum--in the shortest possible time to reliably supply the population of the country with food products--is not only a critical economic, but also an urgent sociopolitical task, since the meeting of the vital needs of the Soviet people was and remains the most important program requirement of the Communist Party and a goal of the practical activity of our state.

As is known, the Food Program posed important tasks for the workers of the oils and fats industry. The consumption of vegetable oil for food purposes in 1990 should be increased to 13.2 kg per capita as against 8.8 kg in 1980.

The increase of the proportion of vegetable fats in the diet follows from the scientifically sound recommendations of the Institute of Nutrition of the USSR Academy of Medical Sciences. The consumption of vegetable fats makes it possible to enrich food with physiologically active polyunsaturated fatty acids, of which there is comparatively little in animal fats, including butter.

Agriculture--the main supplier of oil-bearing raw materials--is the central link of the agro-industrial complex when accomplishing the Food Program in the oils and fats industry.

The Communist Party and the Soviet state in the course of 65 years have given our industry much assistance in the development and strengthening of the raw material and production base.

It is possible to judge the enlargement of the planted areas of oil-bearing crops and the increase of the gross harvests and purchases of seeds from the data of Table 1.

Table 1

<u>Years</u>	<u>Planted area, thou- sands of hectares</u>	<u>Gross harvest, thousands of tons</u>	<u>State purchases, thousands of tons</u>
1913. . . . .	1372	...	...
1940. . . . .	5017	3178	1867
1961-1965*. . . .	6108	5695	3771
1966-1970*. . . .	6364	7173	5205
1971-1975*. . . .	6031	6683	4961
1976-1980*. . . .	5903	6044	4362

\* On the average per year.

The areas planted with oil-bearing crops reached in 1975 the highest level--6,534,000 hectares--as against 5,017,000 hectares in 1940.

Our kolkhozes and sovkhoses, by introducing the achievements of Soviet agricultural science, on the basis of the increase of the level of agricultural technology and the systematic increase of the technical equipment of agriculture from year to year have increased the yield and gross harvests of oil-bearing crops.

The enlargement of the areas and, what is the main thing, the increase of the yield ensured the systematic increase of the gross harvests of oil-bearing crops. On the average in 1966-1970 the harvest of seeds came to 7,173,000 tons, in 1971-1975--6,683,000 tons. In individual favorable years (1973) the harvest increased to 8,145,000 tons (as against 3,178,000 tons in 1940).

Large gross harvests promote the increase of state purchases of the seeds of oil-bearing crops. In individual years the purchases came to 6 million tons of seeds (1973), on the average in 1966-1970--5.2 million tons, in 1971-1975--4.96 million tons.

At the same time as the development of the raw material base the production base of the oils and fats industry is being expanded and improved. The capacity and technical equipment of oil mills are increasing. During the past two five-year plans the total capacity of oil mills has increased by more than 30 percent.

The measures being implemented are ensuring the increase of the production of vegetable oil in the country. In 1974, owing to the large harvest of oil-bearing crops, the production of oil came to 3,344,000 tons, or exceeded by 4.2-fold the 1940 level.

Good results have been achieved by the workers of agriculture in the production of sunflowers, which are the main oil-bearing crop in our country.

During the past three five-year plans sunflowers have accounted for 75 percent of all the areas planted with oil-bearing crops, nearly 89 percent of the gross harvest and up to 91 percent of the state purchases of seeds of oil-bearing crops. It is interesting to note that the share of the USSR in the world production of sunflowers comes to 60-70 percent.

The importance of sunflowers as an oil-bearing crop is due to a number of their advantages.

Sunflowers yield high quality food vegetable oil with a high content (up to 65-60 percent) of physiologically active linoleic acid. They ensure a high yield of oil per hectare of plantings--up to 1 ton and more--and the lowest cost of the product being produced. Owing to the high food qualities of sunflower oil the prices for it on the world market are 10-20 percent higher than the prices for soybean and coconut oil.

Soviet plant breeders have developed and introduced extensively in agricultural production new highly productive varieties of sunflowers with an oil content in the seeds of up to 50-52 percent. This made it possible to increase considerably the production of vegetable oil and to achieve a large increase of production efficiency. During 1966-1970 the average annual production of sunflower seeds came to 6.4 million tons, state purchases came to 4.7 million tons, while the production of sunflower oil exceeded 2.2 million tons.

In 1973 the gross harvest of sunflowers reached the highest level--7.4 million tons, while the state purchases exceeded 5.5 million tons. In all 2.45 million tons of vegetable oil were produced from this raw material (including the customer-supplied raw material).

The production of sunflower seeds in the union republics is shown in Table 2 (on the average per year).

As is evident from Table 2, the main republics which produce sunflowers are the RSFSR, which provides 47-50 percent of the state purchases of this oil-bearing crop, and the Ukrainian SSR, which provides 42-48 percent of the state purchases.

The farms of Moldavia, where the highest yield and oil content of sunflower seeds and, in the end, the largest yield of vegetable oil per hectare of plantings are holding steady, have a noticeable influence on the amount of state resources.

However, as was noted at the May (1982) CPSU Central Committee Plenum, in recent years in a number of rayons the groundless decrease of the planted areas of sunflowers has been permitted, which along with the decrease of the yield entailed a decline of the gross harvests and state purchases.

The plantings of sunflowers in the RSFSR decreased by nearly 10 percent, which with the decline of the yield led to a decrease of the gross harvests during the 10th Five-Year Plan by nearly 20 percent as compared with 1966-1970. The greatest decrease of the areas (by more than 22 percent) is noted at the farms of Moldavia,

which resulted in a decrease of the gross harvests and the state purchases of sunflowers.

Table 2

Republics	Planted areas, thousands of hectares			Yield, quintals/hectare		
	1966-	1971-	1976-	1966-	1971-	1976-
	1970	1975	1980	1970	1975	1980
USSR. . . . .	4857	4471	4470	13.2	13.2	11.9
RSFSR . . . . .	2773	2447	2500	11.2	11.3	10.0
Ukrainian SSR . . . . .	1718	1706	1681	16.4	15.8	14.4
Kazakh SSR. . . . .	100	99	101	8.1	7.1	9.7
Georgian SSR. . . . .	20	17	14	8.0	10.8	8.5
Moldavian SSR . . . . .	221	202	171	16.4	17.6	16.3

  

Republics	Gross harvest, thousands of tons			State purchases, thousands of tons		
	1966-	1971-	1976-	1966-	1971-	1976-
	1970	1975	1980	1970	1975	1980
USSR. . . . .	6389	5974	5316	4672	4547	3970
RSFSR . . . . .	3097	2811	2497	2351	2141	1882
Ukrainian SSR . . . . .	2830	2712	2425	1982	2075	1810
Kazakh SSR. . . . .	81	72	98	59	53	72
Georgian SSR. . . . .	15.5	18	11	11	12	8
Moldavian SSR . . . . .	361	357	279	269	255	198

Local workers frequently explain the decrease of the planted areas of sunflowers by the unduly large field under this crop, which upsets the normal crop rotations. In this connection it is necessary to emphasize that in all the krais and oblasts and in every administrative rayon in the case of a high proportion of plantings of sunflowers there are farms at which the gross harvest of seeds of this crop is considerably greater than the average. Thus, in 1979 at the Druzhba Sovkhoz of Volnyanskiy Rayon of Zaporozhye Oblast the yield of sunflower seeds came to 25.9 quintals per hectare, or was 44 percent greater than on the average for the rayon. At the Kolkhoz imeni XXII s"yezda KPSS, the Druzhba and Rassvet Kolkhozes of Saratskiy Rayon of Odessa Oblast the yield of sunflowers in 1976-1980 was on the average per year 20.1-20.8 quintals per hectare, while in 1981 it was 21-23 quintals per hectare. At the Pamyat' Il'icha Kolkhoz of Neklinovskiy Rayon of Rostov Oblast in 1980 a harvest of sunflowers of 25.1 quintals per hectare was obtained, at the Kaz'minskiy Kolkhoz of Kochubeyevskiy Rayon of Stavropol Kray--25.7 quintals per hectare. At the Kolkhoz imeni Zhdanov of Ust-Labinskiy Rayon of Krasnodar Kray the yield of sunflowers in 1976-1980 came on the average per year to 27.6 quintals per hectare.

The cited examples show that, in spite of the unfavorable weather conditions which in recent years have affected the production of sunflowers, the farms, which devoted adequate attention to this crop, obtained large harvests.



The CPSU Central Committee and the USSR Council of Ministers have adopted a decree which is aimed at the increase of the production and purchases, as well as the increase of the quality of the seeds of sunflowers, soybeans, rape and other oil-bearing crops. In it, in particular, there are envisaged measures on the regulation of the distribution of the planted areas of sunflowers; the introduction of a set of agrotechnical measures in the case of the planting and care of fields; the improvement of the quality of the planted seeds and the intensification of the work on the development of new highly productive varieties and hybrids with group immunity to diseases and, in particular, to storage rot and gray mold; the prevention of losses of the harvest due to the dragging out of the harvest period and the violation of the technology of the preparation, procurement and storage of seeds; the strengthening of the material and moral stimulation of production.

It is the most important task of the workers of agriculture and the workers of the food industry to put to use all the available reserves with respect to this crop.

It is envisaged by the USSR Food Program to increase the average annual production of sunflower seeds during the 11th Five-Year Plan to 6.7 million tons, while during the 12th Five-Year Plan to increase it to 7.2-7.5 million tons. For this the gross harvests of sunflower seeds have to be increased in 10 years in the RSFSR by 1.5-fold, in the Ukrainian SSR by 1.4-fold and in the Moldavian SSR by 1.2-fold. Estimates show that given the available planted areas the harvest by the end of the 11th Five-Year Plan will increase on the average for the USSR to 14.5 quintals per hectare and by 1990 to 16-17 quintals per hectare.

Our science and advanced know-how testify that the crop of sunflowers has great potentials, especially in the case of the introduction of new varieties and hybrids which are resistant to diseases. In this connection let us cite some data on the yield of sunflowers by natural economic regions and at state strain-testing stations.

Thus, at the state strain-testing stations of Belgorod Oblast on the average during 1976-1978 the yield of sunflowers of the improved Zelenka 368 strain with a vegetation period of 134 days came to 29.1 quintals per hectare, the oil content of the seeds came to 51.6 percent, the gross yield of oil came to 1,322 kg per hectare.

In Volgograd Oblast the improved Peredovik strain with a length of the vegetation period of 136 days yielded on the average a harvest of seeds of 20.3 quintals per hectare, a yield of oil of 1,019 kg per hectare and a content of fat in the seeds of 50.2 percent.

At the state strain-testing stations of Krasnodar Kray with the cultivation of the improved VNIIMK 8931 strain on the average during 1976-1978 a harvest of seeds of 35.9 quintals per hectare and a yield of oil of 1,578 kg per hectare were obtained.

At the state strain-testing stations of Altay Kray the yield of the Salyut strain on the average during 1976-1978 came to 19.4 quintals per hectare, the oil content of the seeds came to 50.8 percent and the gross yield of oil came to 985 kg per hectare.

In Cherkassy Oblast the Rassvet hybrid according to the results of 2 years of testing (in 1977-1978) yielded a harvest of seeds of 30.3 quintals per hectare with an oil content of 50.5 percent.

At the Krasnyy Liman State Strain-Testing Station of Donetsk Oblast during the testing of the Khar'kovskiy 101 strain during 1976-1978 a harvest of seeds of 26.9 kg per hectare with an average oil content of 57 percent was obtained.

At the Rostov State Strain-Testing Station the gross yield of oil of the seeds of the improved Armavirskiy 3497 strain came to 1,705 kg per hectare, the improved Peredovik strain--1,708 kg per hectare.

At the state strain-testing stations of East Kazakhstan Oblast during 1977-1978 the yield of the Zarya strain with a length of the vegetation period of 113 days came to 28.4 quintals per hectare, the oil content of the seeds came to 52 percent, the yield of oil came to 1,320 kg per hectare.

During the strain testing of the Yubileynyy 60 strain at the Chadyr-Lunga State Strain-Testing Station a yield of seeds of 39.1 quintals per hectare, an oil content of 50.7 percent and a yield of oil of 1,744 kg per hectare were obtained. During the testing of the Odesskiy 63 strain these indicators were respectively 39.2 quintals per hectare, 53 percent and 1,828 kg per hectare.

In recent years soybeans have been acquiring greater and greater importance in the structure of the oil-bearing raw materials for the production of vegetable oils. The world production of soybeans in 1979-1980 exceeded 93 million tons a year, which is more than half of all the raw materials being processed, including cotton seeds and palm kernels.

Such an increase of the production of soybeans is due not so much to the needs of the market of vegetable oils (soybean oil accounts for 35-37 percent of all the resources of oil) as to the needs of animal husbandry for protein, in which this crop is so rich.

In our country much attention is being devoted to the cultivation of soybeans. During the postwar period the planted area, the gross harvest and the state purchases of soybeans have increased by more than threefold. However, the yield of this crop for the present remains at a low level and in practice does not exceed the prewar level. The main commercial plantings of soybeans are concentrated in the Far East.

In connection with the intensification of the development of animal husbandry on an industrial basis in our country the demand for high-protein fodders is increasing. It is envisaged by the Food Program to increase the production of soybeans during the 11th Five-Year Plan to 1.4 million tons and during the 12th Five-Year Plan to 2.3 million tons.

The production of soybeans should increase in the next few years due to the enlargement of the plantings on irrigated lands of the European part of the USSR, including the Northern Caucasus, the Ukraine and Moldavia, as well as in Central Asia and Kazakhstan.

The Ukraine in 1981 enlarged the plantings of soybeans to nearly 110,000 hectares, having increased their sizes during the 5-year period by more than 10-fold, Kazakhstan--nearly 4-fold, Moldavia--more than 2-fold. In new regions of the cultivation of soybeans their yield for the present fluctuates within the range of 8-10 quintals per hectare, which far from exhausts the potentials of this crop.

It should be noted that in a number of regions appreciable gross harvests of soybeans have been achieved, but their delivery to the state resources is very negligible. Thus, in the Ukraine in 1980 the state purchases came to about 8 percent of the gross harvest, in Moldavia--only 5 percent.

Some farms are feeding raw soybeans to livestock, losing the vegetable oil and decreasing the nutritional value of the protein contained in the soybeans, since they do not undergo moisture and heat treatment.

The oils and fats enterprises should display greater efficiency when attracting soybeans for processing at oil mills on the basis of customer-supplied raw materials. Apparently, it is also necessary to elaborate additional measures which envisage the delivery of soybeans to the state resources by means of plans of the purchase of seeds of oil-bearing crops.

A decision on the extensive development during the next decade of the plantings of rape was adopted at the May (1982) CPSU Central Committee Plenum. It is envisaged by 1990 to increase the production of rape seeds in the RSFSR, the Ukraine, Kazakhstan and other republics to 1.5-1.6 million tons.

Rape holds an important place in the structure of the oil-bearing crops which are cultivated in a number of European countries, Canada and other regions. The world production of rape in 1979-1980 came to 7-8 million tons.

Winter rape is being cultivated on an extensive scale in the Polish People's Republic, the Czechoslovak Socialist Republic and the German Democratic Republic, where the harvest of seeds comes to 15-20 quintals per hectare, but also reaches 30 quintals per hectare. The FRG and France are cultivating winter rape on a considerable scale.

In our country winter rape is cultivated mainly in the southwestern oblasts of the Ukraine. In 1950 the plantings of winter rape there came to 120,000 hectares, but in recent years have not exceeded 9,000-11,000 hectares. During years which are favorable with respect to weather conditions the harvest of winter rape seeds comes to nearly 10 quintals per hectare.

In recent years the interest in this crop has increased in connection with the fact that plant breeders have bred new strains of spring rape, the oil of which is notable for high nutritive properties and practically does not contain erucic acid.

The organization of plantings of spring rape in the eastern regions of the country is of particular interest.

The testing of the strains of spring rape of Canadian plant breeding at the state strain-testing stations in Tselinograd, Pavlodar, Kurgan and Omsk Oblasts and Krasnodar Kray shows that here it is quite possible to change over to its commercial production. An important step will be made by this in the accomplishment of one of the tasks of the Food Program, which is aimed at increasing in the regions of Siberia and the Far East the efficiency of all the sectors of agriculture for the reliable supply of the population of these regions with foodstuffs mainly by means of local production.

The introduction of the rape crop in the Belorussian SSR, the Baltic republics, Kaliningrad Oblast, as well as a number of other oblasts of the RSFSR merits attention. The soil and climatic conditions there are comparatively favorable for the cultivation of rape, but there is not enough of their own oil-bearing raw materials for processing at oils and fats enterprises.

In the western oblasts of the Ukraine the planted areas of winter rape, which is an early-ripening crop which ripens in July, have to be restored and enlarged, which makes it possible to supply oil mills with raw materials during the period when their capacities are idle.

In June-July 1981 the All-Union Seminar on the Advanced Technology of the Cultivation of Rape, at which the possibilities of the further increase of the production of this valuable oil-bearing crop, as well as the cultivation of winter cress were discussed, was held in Ivano-Frankovsk Oblast. Canadian strains of winter cress during strain testing in a number of regions of our country are providing a yield of seeds of about 20 quintals per hectare.

The USSR holds first place in the world in the production volume of Indian mustard, but its yield remains comparatively low. During the 11th and 12th Five-Year Plans it is planned to increase the yield of mustard by twofold.

The need of the national economy for such important industrial oils as linseed and castor oil, due to the limited resources of raw materials is not being completely met. The yield of oil-bearing flax (crown flax) and castor plant remains low, while the areas of the planting of these crops is decreasing.

Planning and agricultural organs locally need to take steps for the unconditional fulfillment of the plans of the production of all types of oil-bearing crops in the set assortment.

The seeds of other industrial crops and first of all cotton, as well as fiber flax and hemp hold a significant place in the balance of oil-bearing raw materials and vegetable oils.

Cotton seeds account for up to 45 percent of all the oil-bearing raw materials being processed at oil mills and more than 20 percent of the oil being produced. The share of the USSR comes to more than 20 percent of all the cottonseed oil being produced in the world.

The production of raw cotton in our country is increasing annually. The cotton-growing republics are regularly fulfilling and exceeding the state plans and assumed socialist obligations on the sale of raw cotton. The task here consists in increasing the yield of commercial cotton seeds from the bulk of the raw cotton being purchased and in improving the quality of the seeds being delivered to oil mills.

Industry should also not relax the work on the attraction of secondary types of oil-bearing raw materials--grape seeds, fruit and tree-fruit pits, corn germs and others.

In recent years the ties of the workers of oils and fats enterprises, production and industrial associations with sovkhozes and kolkhozes--the main suppliers of

oil-bearing raw materials--have weakened appreciably. At the enterprises the agricultural raw material services, which for many years maintained contact with agriculture and promoted the expansion of the production of raw materials in their zone, have practically been eliminated. In our opinion, the restoration of the agricultural raw material service at oil mills and associations is necessary for the strengthening and broadening of the raw material zone.

The development and strengthening of the raw material base of the oils and fats industry is envisaged by the Food Program for the period to 1990. For the successful implementation of the adopted decisions it is necessary for all agricultural and industrial enterprises and organizations to elaborate comprehensive goal programs of the increase of the production and procurement, preparation and storage, as well as the improvement of the quality of the seeds and the oil being produced.

With respect to each oil-bearing crop in every region and at every farm it is necessary to make a detailed analysis of the state of affairs and to elaborate measures on the regulation of the planted areas and the increase of the yield and quality of the seeds. Here there should be used with the greatest effectiveness the counter selling to farms of oil cake and oil-seed meal for the increase of the sale to the state of oil-bearing seeds in excess of the average level achieved during the 10th Five-Year Plan.

The industrial associations of the oils and fats industry, the Maslozhirprom Scientific Production Association, the All-Union Association for Deliveries of Raw Materials for the Food Industry and other interested organizations of the food industry should establish closer ties with the scientific research organizations of the USSR Ministry of Agriculture and the All-Union Academy of Agricultural Sciences imeni V. I. Lenin, which work in the area of plant breeding and the industrial seed growing of oil-bearing crops.

As is known, the CPSU Central Committee and the USSR Council of Ministers adopted the suggestion of the USSR Ministry of Agriculture, the USSR Ministry of Procurement and the AUCCTU on the organization of the All-Union Socialist Competition for the increase of the production and purchases of the seeds of oil-bearing crops. Challenge Red Banners of the USSR Council of Ministers and the AUCCTU with monetary prizes have been established for the stimulation of the winners in the competition.

At the same time an all-union review-contest will be conducted in 1982-1985 for the stimulation of the increase of the production and the fulfillment of the plans of the sale to the state of the seeds of oil-bearing crops. Buses and trucks will be allocated to the winners as an incentive.

The workers of the oils and fats industry should actively participate in the implementation of these measures. It is also necessary to introduce more extensively the experience of concluding agreements on the cooperation of the workers of oil mills and the workers of kolkhozes and sovkhozes.

The preliminary data show that the production and purchases of oil-bearing raw materials from the 1982 harvest (and first of all sunflowers) exceed the level of the preceding year. This instills confidence that the decisions of the May (1982) CPSU Central Committee Plenum, which are aimed at the increase of the production of oil-bearing raw materials and the output of vegetable oil, will be fulfilled.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### NEW HIGH-PROTEIN BUTTER ON SOVIET MARKET

Minsk SOVETSKAYA BELORUSSIYA in Russian 5 Feb 83 p 2

[Interview with Honored Worker of Industry of the Belorussian SSR and Senior Scientific Associate of the Belorussian Affiliate of the All-Union Scientific Research Institute of the Dairy Industry Vasiliy Konstantinovich Shamgin, by SOVETSKAYA BELORUSSIYA correspondent V. Zharikov: "For the Demanding Taste"]

[Text] A new butter with a slightly unusual name--dessert butter--appeared comparatively recently on the shelves of stores in Minsk. The new item has excited the curiosity of many readers of our newspaper. They ask that the features and advantages of this type of food product be told about in more detail.

It turned out that the first batch of 50 tons of the new butter, the production technology of which scientists and specialists of the Belorussian Affiliate of the All-Union Scientific Research Institute of the Dairy Industry developed and introduced in production at a pilot plant, has been delivered to the city trade network. Our correspondent V. Zharikov turned to one of the authors of the development, Honored Worker of Industry of the Belorussian SSR and Senior Scientific Associate of the affiliate V. K. Shamgin.

[Question] Vasiliy Konstantinovich, many housewives appreciated such positive qualities of the new product as the plasticity and uniformity of the composition, the convenience of use and the pleasant taste. How does this butter differ in composition from the types being produced?

[Answer] If I were to specify it in brief, it is by the higher biological value and the decreased calorie content. For illustration I will cite the following figures. The traditionally produced types of butter, for example, peasant or sandwich butter, contain from 1.5 to 3.5 percent dry skim milk solids, that is, the biologically most valuable components. While our dessert butter has in it 8-9 percent. This means that the content of proteins with a group of indispensable amino acids, (licithin), which is necessary for the formation of the nervous system of the human body, mineral salts and various vitamins, including such important ones as A, D and E, has been increased by two- to threefold.

It is characteristic that by decreasing the proportion of biologically active components in the new butter the content of fat was reduced relatively and came to 65 percent and in chocolate dessert butter to 55 percent, while in sandwich butter it came to 61.5 percent and in peasant butter it is at the level of 72.5 percent. The moisture content in the new item remains the same as in peasant butter.

Today the food industry is faced with a global task--the development of food products of increased biological value with the simultaneous decrease of their calorie content. The nature of the labor of man has changed, the liveliness and physical workloads have decreased, there are many plump people who need to reduce the fats in their diet. And from this point of view our development of new types of butter is an example of the successful solution of an important problem.

[Question] The word "dessert" in the name alarms some customers, is the sphere of use of the new type of butter not limited, is it possible to cook fried eggs and prepare other dishes in it?

[Answer] No, there are no limitations in the use. It is possible both to fry in it and to use it in mashed potatoes, in kashas and in other dishes, to which the new butter gives a good taste and aroma. In short, it can be used everywhere that ordinary butter is used. While the name simply underscores the preferableness of its use. For it is more convenient to fry in margarine or rendered fat, while butter is better used in its natural form, taking into account the value of its components. For example, in sandwiches. The new type of product is especially convenient and even irreplaceable when preparing creams for pastries, cakes and various items made from dough, in short, for dessert dishes. I believe that chocolate dessert butter, which is also being produced according to the new technology and contains an abundant list of valuable milk components, will also suit the taste of customers.

[Question] Vasilii Konstantinovich, you have told about the consumer qualities of the new butter. But now let us touch upon the production aspect--how was the improvement of the properties of the product achieved and what prompted scientists to a creative search?

[Answer] Frankly speaking, the problem which to this day is pressing in butter making--the multistage nature of production and the large amount of waste products which are not always used efficiently--prompted us. For how is ordinary butter produced? First they separate the milk and obtain cream, this unique concentrate of milk, which contains fat and biologically valuable components. Then they process the cream and as a result obtain butter and buttermilk, in approximately the ratio of 1 ton to 1.4 tons. It must be said that buttermilk is a valuable secondary raw material, but due to its properties it cannot be stored for a long time, it quickly sours, spoils and often is wasted or is used inefficiently. The analysis of the composition of buttermilk shows that a significant portion of the fat, about 3 percent of the proteins, up to 4.3 percent of the lactose, a significant portion of the trace elements, macroelements and vitamins, almost all the phospholipins and such an important part of them as (lecithin) are transferred from the cream to it.

In short, in the case of traditional processing the biologically most valuable nutrients end up in the buttermilk. So the idea arose to convert them into

butter, to enrich it and to achieve a waste-free technology, having eliminated the formation of secondary dairy raw materials.

A waste-free technology of producing the new butter was developed as a result of the painstaking scientific research work, which was performed by a number of associates of the Belorussian Affiliate of the All-Union Scientific Research Institute of the Dairy Industry with the participation of the Uglich Scientific Production Association. We used not the traditional method of churning cream, but its thermomechanical conversion into butter, having united into a single technological operation the traditionally disconnected operations: the concentration and deodorization (the elimination of objectionable smells) of the cream, which decreased the losses of raw materials and improved the product quality. In accordance with this technology practically all the dry substances of the initial cream are converted into cream, which also determines its high biological nutritional value.

A rather important technical detail is the fact that the production of dessert butter is carried out with a high level of the mechanization and automation of production on series-produced domestic equipment. A line with a productivity of 800 kg of butter has been installed and started up at the pilot plant of our institute.

The following figures also testify to the degree of economy of the new technology. An increase of the yield of butter per unit of raw material by 11-12 percent is being achieved owing to the complete use of all the components of the cream. The profitability of the production of output is increasing significantly, the energy expenditures are being decreased as compared with the existing method. The economic impact from the introduction of the new technology in the case of the production volume of 12,000 tons of butter a year will come to more than 2.4 million rubles. It seems that this will be a good economic factor in the activity of enterprises of the dairy industry.

It is gratifying to note that our development has earned a high rating of various organizations. The Central Tasting Commission of the USSR Ministry of the Meat and Dairy Industry, to which representatives of the ministries of trade and health, the quality inspectorate and other competent organizations belong, approved and recommended for industrial production the new types of butter.

[Question] Tell us, please, what enterprises in our republic will produce this product?

[Answer] The production of two new types of butter, dessert butter and chocolate butter, in a small package--mainly 200 g each--is envisaged by the specifications. This year the pilot plant of the Belorussian Affiliate of the All-Union Scientific Research Institute of the Dairy Industry will increase the production volume considerably as compared with last year. The Belorussian SSR Ministry of the Meat and Dairy Industry has decided to organize in 1983 the production of the new item at the Lyuban and Stolin dairy plants, the question of setting up production in Dobrush is also being raised. Of course, we would like for this economical method to find greater and greater use and dissemination both in the republic and in the country. In accordance with the decisions of the USSR Ministry of the Meat and Dairy Industry in 5 years it is envisaged to produce 12,000 tons of dessert butter a year.



[Question] And a traditional question. What are you working on now and what are the plans of scientific research for the immediate future?

[Answer] The Food Program, which was adopted at the May (1982) CPSU Central Committee Plenum, poses the tasks clearly--along with the increase of the production of food products to enlarge their assortment, to improve the quality, to develop and introduce a waste-free technology in the processing of agricultural raw materials. This is the guide to action for our collective.

Therefore we are now studying the questions of the improvement of the process of producing the new butter, particularly the increase of its storage period. The second important direction of the research is the development of methods of obtaining whey butter also in accordance with a waste-free technology.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### POOR PACKAGING RESULTS IN PRODUCT LOSS

Moscow PRAVDA in Russian 10 Mar 83 p 3

[Article by A. Semykin, chairman of the Dnepropetrovsk City Committee of People's Control: "Where the Milk Rivers Flow"]

[Text] In dairy stores the dampness is conspicuous to the customers. The Dnepropetrovsk City Committee of People's Control checked the state of preservation of products at two city dairy plants and came across cases when a large amount of milk due to imperfect packaging is in the literal sense flowing into the sewer system.

And, what is surprising, it turns out that these rivers are flowing on legal bases. Norms of losses from leaking paper cartons, as well as containers made of polyethylene film during the transportation, storage and sale of products have been approved in conformity with Order No 35/33 of the USSR Ministry of Trade and the USSR Ministry of the Meat and Dairy Industry of 10 February 1982 and the orders of the republic ministries, which duplicate them. The planned losses amount for ordinary milk to 0.25 percent and for pasteurized milk to 0.8 percent.

A strange order! If we follow the evolution of the packaging of milk, starting with the most ancient times and up to our day, along this path no instructions on the norms of leakage, say, through cracks in birch tuyesy, clay jars, metal cans, buckets and other containers have yet been issued. But with the appearance of cartons losses were inevitable, because industry cannot achieve their tightness. These items, it turns out, are not fit to hold a candle to the old-fashioned jars or bottles. Therefore, it also never occurred to our ancestors to issue instructions for the pouring of milk into a container with a hole in it.

The enterprises which produce paper and polyethylene film, as well as equipment for the production of containers made from them, are protecting their products in every way by All-Union State Standards and specifications. But these legalized requirements do not ensure the main thing--the preservation of a most valuable product.

What are these norms for every type of "loss," "spillage," "drying up" and "saturation" worth, if in 9 months of last year for just two plants in Dnepropetrovsk the standard losses of milk in cartons came to 69 tons. This amount is enough for three large children's combines. In reality even more milk is being lost. And how much of it is flowing away throughout the country at enterprises which operate in accordance with such norms?

Our committee knows of cases when already empty cartons are delivered to the trade network--the milk ran out of them already at the warehouses or during transportation. We are punishing the people responsible for this.

However, it is a question of eliminating the main factor which gives rise to the enormous losses. First of all the production of high quality paper and polyethylene film must be set up. For this automatic machines like the AP-I and AP-II, which are produced by the Moscow Pishchemash Plant, must be improved. As far as we know, there they have been working on the question of the high quality welding of longitudinal and girth joints for 17 years now. Apparently, the scientists working at scientific research and planning design institutes and their affiliates must be enlisted in this work. They could make their own contribution to the accomplishment of the Food Program, having offered more perfect materials and machines for the enterprises which process agricultural products.

And the executives of the ministries and departments, which establish such generous norms and legitimize the losses of food products, must approach more strictly the implementation of all kinds of innovations, including in the packaging of milk. The packaging of dairy products, which is now being used, is, of course, convenient. But this does not mean that it should be introduced with such a loss.

From the Editorial Board. It looks as if the problem of milk cartons is passing over to the category of perpetual problems. Let us recall: on 25 July 1979 the feuilleton "Milk Rivers, Paper Shores" was published in PRAVDA ("The Page of People's Control," No 296). It turns out that the most valuable food product flowed through the sieve of poor packaging and still is flowing. Evidence of this is the norm of the permissible losses of pasteurized milk in the case of its sale in cardboard packaging, which was legalized and has remained for many years now--0.8 percent.

For example, in 1978 it gave the right to write off 32 million half-liter cartons. Today this amount is even more imposing. The norm of 0.8 makes it possible to pour out hundreds of tons of milk with impunity. Mismanagement does not recede.

A laboratory for problems of the packaging of milk appeared 5 years ago at the Scientific Research Institute of the Dairy Industry. At that time an impressive interdepartmental commission was created for the study of this problem. During the discussion of the question in the Party Control Committee attached to the CPSU Central Committee USSR Deputy Minister of the Meat and Dairy Industry Yu. Sokolov said that the matter was neglected prior to him, while he had been in this post for a short time, had not yet had time to look into it. What would Yu. Sokolov say now? For in the same year of 1978 he signed a comprehensive plan of measures aimed at the elimination of losses. What would the executives of the Ministry of the Timber, Pulp and Paper, and Wood Processing Ministry, the Ministry of Machine Building for Light and Food Industry and Household Appliances and other departments, which are called upon to solve at last the stagnant problem of the reliable packaging of milk, say?

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### PRICE FORMING IN COOPERATIVE ENTERPRISES

Moscow TRUD in Russian 4 Jan 83 p 2

/Article by S. Kifuryak, Moscow Oblast: "Is Cooperation Costly?"

/Text/ How prices for food goods produced at cooperative enterprises are formed

There was not line at the counter. Yet the salesman was not bored. Customers appeared from time to time. They would purchase 300 or 500 grams of sausage or at times products on a larger scale: a kilogram of Ukrainian ham or suet. I had observed such incidents occurring in all three of the cooperative stores trading in sausage and smoked goods in the worker's settlement of Saltykovka.

"Whereas earlier we sold 200-300 kilograms of sausage products monthly, recently we have been selling this amount in just a week's time" related the chairman of the administration for the Saltykovka Settlement Consumer Society A. Staryy, "the people are convinced that our products are fresh and of excellent quality. And we are doing everything possible to ensure that these products are always available for sale, since the demand for them is increasing."

It bears mentioning that this trend is obvious. During 1982, for the RSFSR as a whole, the cooperation specialists sold 3,000 more tons of sausage products to the city-dwellers than they did the previous year -- in all, 65,000 tons. But quite often one hears remarks to the effect that the prices asked by the cooperation specialists are painfully high. Actually, in the stores of the Balashikhinskiy raypotrebsoyuz /Rayon Union of Consumers' Societies/, to which the Saltykovka Consumer Society belongs, sausage products for example cost from 4 rubles and 90 kopecks to 7 rubles per kilogram. But these amounts are by no means drawn out of thin air, nor are they a whim of the leaders of the potrebsoyuz /union of consumers' societies/. They reflect the true expenses for the production of food products for a number of cooperative services and subunits.

We met with Vasilii Il'ich Novikov, a former plant electrician and now a pensioner, in a facility of the Saltykovka Procurement Point. We talked while his workers credited a hog carcass that had been delivered to them. It was only recently that he and his wife began fattening young hogs. This is not

easy work.. Considerable material and physical expenditures are involved. To begin with, the young pigs cost 50 rubles at the market. But they must be procured! Yes and feed must also be purchased. When the Novikovs worked, they had to arise at 0400 in the morning. Today, on a pension, I would not consider them as resting.

Vasiliy Il'ich and I estimated that a kilogram of meat costs him personally in excess of 2 rubles. And to this one must add the labor that was invested. Indeed the raising of a young pig requires an average of 10 months of thorough and conscientious care. Thus the procurement price of the cooperation specialists -- 3 rubles and 30 kopecks per kilogram -- should not be considered as excessive. As a matter of fact, this price embodies the wage for the owner of the young pig for the production of meat for public consumption.

The procurement specialists must devote a considerable amount of effort towards ensuring that the meat produced on the private plots is delivered to them and not to the market where the prices are considerably higher. Thus each year the workers at procurement points, with the participation of society and the deputies of local soviets, visit literally each farmyard and conclude agreements for the delivery of meat. Here a considerable role is played by various stimuli employed by the cooperation specialists.

The suppliers of the meat can procure concentrated feed from them and in Saltykovka the cooperation specialists sell the feed to those who have just acquired farms and every attempt is made to ensure that the rayispolkom /rayon executive committee/ makes young pigs available. The cooperation specialists are concerned for ensuring that the process of delivering the meat consumes as little of the people's time as possible and does not become a burden to them. And this also represents expenses. The procurement points of the raypotrebsoyuz are equipped with special laboratories; watches are stood here by doctors who carry out checks on the suitability of the products. Before a supplier can deliver the meat to a doctor, certain information is required. Yes and the monetary accounting is carried out immediately, without delay, and this is also of considerable importance.

To the above, one must also add the expenses for transport, the maintenance of the facilities and equipment and also for the wages of the workers. Thus the price at which the meat is sold in the cooperative stores -- 3 rubles and 70 kopecks -- is fully justified.

In the city of Zheleznodorozhnyy, for example, the receiving point for the procurement specialists has been combined with the meat pavilion. Fresh meat which has just arrived from a peasant farmyard is immediately made available on a counter. And it bears mentioning that it does not lie here for a very long period of time. And since the trade point is located alongside the market, its influence upon the prices here is considerable. During the periods in which products are delivered to the procurement point in mass quantities, no more than 4 rubles per kilogram is asked for meat in the meat rows at the market.

A meat canning plant is located here in Zheleznodorozhnyy; it is to this point that the raypotrebsoyuz sends a considerable portion of the meat procured from the population.

The chief of the sausage products department B. Gutin commenced my familiarity with the production operation by showing me the storehouse where the raw material arrives.

"You will note that the meat is not processed by professionals here" he explained, "This is quite understandable. Indeed, everything is done under peasant farmyard conditions. Thus we have more technological processes than a conventional meat combine and these processes are more complicated and more labor-intensive. We must clean the products, carry out special dressing work and perform a great amount of manual labor. Naturally, all of this tends to increase the cost of production and to raise the overhead expenses."

I glance at a calculation which substantiates the prices for the various types of sausage products. All of the items of expense have been taken into account -- from the cost of the raw materials and spices to the departmental expenses. I devote special attention to the profit column. As is well known, no enterprise can operate in the absence of profit. And in the case of cooperation specialists, who exist only by means of their own resources, profit represents the principal source for developing production, expanding the network of procurement points and equipping the processing enterprises with modern equipment.

But will not the cooperation specialists obtain surplus "fat" from the production of sausage products? Nothing of the sort. Here they will realize a profit on the order of 5-8 percent of the production cost.

For the most part, the proportion of cooperative trade in the cities and worker settlements, compared to the state trade, is not very great. But by actively developing and improving upon procurements, production and trade, the cooperation specialists are making a worthy contribution towards ensuring that the city-dwellers are supplied with valuable food products.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### PROBLEMS IMPEDE PRODUCTION OF CONSUMER GOODS

Tallin SOVETSKAYA ESTONIYA in Russian 25 Feb 83 p 2

/Article by T. Yarve, deputy chairman of the Executive Committee of the Tallin Municipal Soviet of People's Deputies and chairman of the Planning Committee: "Goods For the People. What Is Holding Up Their Production?"

/Text Each year the enterprises in Tallin produce 1.3 billion rubles worth of consumer goods. Is this figure large or small? If we compare this figure against the wage fund then it is apparent that the workers in Tallin are obviously producing more than they can consume. Last year we over-fulfilled our production plans for consumer goods.

In what manner do the local soviets influence increases in the production of goods required for the population? In accordance with a decision handed down by the municipal executive committee, adopted in 1981, we have the following division of responsibilities: specific enterprises are the concern of the rayon executive committees, where at the present time the deputy chairmen and chairmen of the planning committees direct this branch. Those problems which must be solved at the Gosplan, ministerial or departmental level are within the competence of the municipal planning organs.

We exercised special control over the production of consumer goods made from local raw materials and production waste products. Last year's plan in this area was over-fulfilled by 12 percent. Generally speaking, this was good. This year the tasks are even more responsible: 1.1 million rubles worth of such goods must be produced. The work tempo expected is rather high.

What have we already succeeded in accomplishing here and what are we planning to accomplish?

This problem was discussed recently during a meeting of the municipal executive committee. Prior to this, together with the organs of people's control, inspections were carried out at those enterprises where reductions were recorded in the production of consumer goods last year. For example, at the Electrotechnical Plant imeni M.I. Kalinin, which produces goods which are in high demand made from production waste products, only 118,000 rubles worth of goods were turned out instead of the planned figure of 200,000 rubles worth. During the course of this inspection, in accordance with recommendations by the

deputies, the plant found an opportunity for increasing the production of consumer goods by twofold and a plan has now been approved for 250,000 rubles worth of products.

Why did this become possible? The inspection was conducted by deputies who work at enterprises of the same profile and thus are familiar with the work. For example, from the RET Association and the Plant imeni Kh. Pegel'man. Indeed, they have the same problems.

There are also other aspects to this work. I will explain this by citing the example of the Il'marine Plant. Last year, 15,000 rubles worth of consumer goods were produced from waste products here. This is a low figure. This year, following intervention by the councils, especially the Oktyabr'skiy Rayon Executive Committee, a plan calling for a minimum of 60,000 rubles worth of such products was proposed for the plant. The management of the plant agreed in principle with this increase. But subsequently a summary plan was received from Gosplan in which the figure 15,000 was noted opposite the Il'marine Plant! But we have already carried out computations which indicate that the plant can produce considerably more. This example indicates that even in planning everything is not as it should be.

During the meeting of the executive committee, rather convincing statements were made as to why the production of consumer goods is proceeding slowly, especially at large enterprises. First of all, it is caused by poor equipping. For all practical purposes, our republic has only one "Pioner" which is carrying out equipping work for other plants and today it is satisfying only one half of its requirements. This is one bottleneck. The Ministry of Local Industry has accomplished a great deal towards ensuring that new machines are obtained this year and it is attempting to satisfy the equipping requirements of its enterprises.

There is still one other factor -- cooperation. Our municipal statistical administration carried out a check: what waste products are available to the enterprises. Some figures are interesting to cite. For example, at the present time the enterprises in Tallin are utilizing only 1.3 percent of all of their waste products for the production of consumer goods. For example, there are 13,000 tons of waste metal, 75,000 tons of scrap wood and 2,000 tons of waste paper. Enterprises of the light industry have rather large amounts of waste paper -- textiles, leather. We tasked the rayon executive committees with ascertaining the degree to which the city's various enterprises are interested in mutual cooperation. And it turned out, for example, that the Salvo Plant wishes to obtain knitted goods waste products from the Marata Plant for use in the production of toys. The Estremrybflot Association wishes to obtain wood scraps from the "Dinamo" Ski Factory.

These plans could actually be carried out during the second quarter of this year. Unfortunately, there are no economic or moral stimuli here pointing to cooperation. Thus it became necessary to employ administrative authority.

Serious attention must be given to the problem of mutual relationships with union enterprises. Allow me to cite such an example. At the republic's Talleks Association, the decision was made to produce small tractors for horticulture, tractors for which there is a special need at the present time



in connection with the development of the private plots. It would appear that a "green light" should be given for this new innovation. But no! The ministry is categorically against it: why is it necessary, it asks? Our work involves excavators and a special plant is being built for the production of orchard tractors. But when will this be? It will be fine if it is at the end of the five-year plan and then but one for the country. On the other hand, equipment is needed now and in large quantities.

Recently we assembled together 28 chief engineers of large industrial enterprises in Tallin. Each individual expressed his own thoughts and opinions on how best to organize the production of consumer goods. The chief engineers of enterprises of union subordination stated that, in the case of their ministries, a great amount of coordination is required: by the leading institute, by the laboratory and by various committees. Almost one and a half years are required before the coordination problem "settles down."

The chief engineer of the Salvo Plant, Comrade Kirt, shared his experiences. The enterprise sells its goods for export and purchases finished forms by way of imports, as a result of which the production of new innovations is organized rather rapidly. At the present time, for example, they are commencing the production of boots for mountain skiers at the Salvo Plant. Certainly, the plant is receiving complaints in this regard -- it is being maintained that a product is being produced which is profitable for the enterprise but less profitable for the republic.

This same problem exists at the "Norma" sub-division, where highly profitable goods are being produced, for example safety belts, despite the fact that the local market is saturated with such belts. The Ministry of Local Industry for the Estonian SSR must restrain such a trend and orient the enterprises in its system towards the production of those goods required by the republic's population.

How can the local councils bring about an increase in the production and improvements in the quality of the consumer goods? Everything begins with plans. At the present time, the following system has been introduced: each enterprise, prior to submitting its draft plans for the production of consumer goods to the ministries, must coordinate them with the rayon executive committee. And here there is a stern requirement: first of all, there can be no reduction in the production of goods and, secondly, growth in the production of these goods must proceed at a more rapid pace than that for the production of the principal product. The figures indicate that this year will be the first in which we truly achieve this goal.

For example, the deputies of the Morskoy Rayon Soviet visited many plants and explained, for example, that the Metallist Wood-Working Plant of Minstroy /Ministry of Construction/ has produced nothing for the population. The management of the enterprises was summoned to a meeting of the executive committee where, with all of the required materials at hand, they were asked: why is it that you do nothing with the various types of waste materials at your disposal? As a result of an exchange of opinions, the plants adopted specific solutions.

In the interest of increasing the production of consumer goods, we are employing such methods as collaboration between deputies and people's control. We are organizing joint inspections and together we are preparing questions for a meeting of the rayon and municipal soviets of people's deputies. Many examples could be cited pointing out the results realized from such a useful union. As already mentioned, the imeni M.I. Kalinin Plant increased its plan for producing consumer goods by twofold. At the Linda and Silikat Combines, where millboard will be produced commencing with the second quarter, a produce sorely needed by the population, the plans have been raised.

Unfortunately, at times our permanent deputy committees lack specialists who are familiar with the technology, individuals who could make specific recommendations for the enterprises. For example, a fitter performs very well in machine building and yet at this same Linda Combine he does not have the same confidence in his abilities. More thought must be given to this matter when staffing the committees following the regular elections to the local councils.

For the purpose of coordinating efforts in the production of consumer goods, the recommendation was made for a center to be created within the city for providing specific assistance to the enterprises. Thereafter the individuals shared their opinions. I believe that such a coordinating center is necessary if only because Tallin is a large industrial center.

In connection with this problem, we must also consider the resources of the branch institutes and the design bureaus, of which we have many. For example, within the Orto Association of ERSPO /Estonian Republic Union of Consumers' Societies/, almost 50 individuals have operated a technology for producing goods which are in great demand for 3 years and yet very few results have been realized. At the present time, we have reduced the limits for labor. Or the Ministry of the Local Industry, where there is also an entire institute; the RET Association. The output of its design bureau could be greater.

We must respond to the problem in a more stern manner: if the desired results are not realized -- reduce the size of the personnel force. True, this is already being done and yet the exactingness must be raised. Indeed, we are speaking here about one of the most vital problems -- the production of goods for the nation.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### GROWTH RESERVES IN RETAIL TRADE

Kishinev SOVETSKAYA MOLDAVIYA in Russian 1 Apr 83 pp 2-3

/Article by A. Bukatynskiy, director of the Moldavian Branch of the All-Union Scientific Research Institute for Studying the Population's Demand for Consumer Goods and Trade Conditions: "Retail Goods Turnover: Reserves for Growth"/

/Text/ During the November (1982) Plenum of the CPSU Central Committee, it was stated that the chief criterion by which enterprises engaged in the production of consumer goods are able to evaluate their work is the degree to which they are able to satisfy the constantly increasing requirements of the consumers. A most important task of industry today is that of raising the quality and expanding the assortment of those goods which are in high demand. Trade plays an important and regulating role in this regard, since it must exert an active influence on the formation of the plans of those plants and factories engaged in producing these goods.

This is the subject of the article which follows.

Retail goods turnover is one of the principal indicators of the population's standard of living. An increase in it is determined for the most part by two principal factors: the volume of the population's monetary income and the production volume for consumer goods. Over the past 10 years the average monthly wages of manual and office workers in our republic have increased by more than 35 percent and the income of kolkhoz workers from public farming -- by 60. The production of industrial products has increased twofold. Nevertheless, the established state plans for retail goods turnover within the republic are not being fulfilled. To a considerable degree, this results from the fact that large quantities of goods are allowed to accumulate at storehouses, the consumer characteristics of many products do not change from year to year and eventually, when not sold, they are classified as being obsolete.

According to our data, almost 60 percent of the consumers refuse to purchase sewn goods owing to the fact that they are not pleased with the quality of the sewing, the trimming, fur collar and so forth. The renovation of models of

clothing takes place mainly as a result of design changes (location of buttons, changes in stitching, straps and so forth), with the form of the item for the most part remaining the same.

Experimental models which are presented to the art council for approval are usually prepared under laboratory conditions, they are rather attractive and at the same time they differ noticeably from the standard models in mass production. Moreover, almost 2 years pass from the time the models are approved until they are finally made available for sale. Under conditions involving rapidly changing fashions, this leads to a situation wherein the goods can become obsolete even before they are made available for sale.

The existing economic mechanism often allows an industrial enterprise to employ the outdated and so-called resource approach in the production of goods, wherein production is carried out not for a product the assortment for which was coordinated with the trade organizations and conforms to the structure of demand by the population, but rather for a product which is more profitable at the particular moment depending upon the availability of certain raw materials.

During 1982, the republic's industry engaged in the production of non-food goods supplied 60 million rubles worth of goods over and above the plan and additional to the task, including 41.1 million rubles worth by the Ministry of the Light Industry and 11.5 million rubles worth by the Ministry of Local Industry.

Many of these products are considered to be not very popular among the consumers.

At the same time, almost 21 million rubles worth of goods of the required assortment were not supplied. And these, as it happened, were goods for which there was a high demand. Included here were fur jackets, leather footwear, knitted goods, chemises, bed clothes, gas cylinders, tanks, curtains, sprayers, door knobs, window handles, enamel paints, furnace equipment and other materials.

At the present time, during the course of forming an assortment, both trade and industry must devote greater attention to uncovering the demand for goods and not just simply for clothing and carpets, but specifically for clothing of definite models and carpets of definite sizes and colors.

The results obtained from studies must be made available to production for the purpose of re-examining the assortment. It bears mentioning that positive experience is available in this regard. For example, the Chelyabinsk Trade Center has established close collaboration between trade workers and enterprises of the sewing industry using the method of "continuous" brigades. The essence of this system is as follows: a designer plans a model and subsequently an experimental batch of the product is produced and sold at the trade center. If there is a demand for the product, it is made available for production line processing.

Prior to reaching an arrangement between the brigades of sellers and the sewing personnel, a sales period is established and if during this period the dress or

coat is not sold it is then returned without any formalities for alteration. A questionnaire is attached to each product in the trade hall, upon which the customers, using a five-point system, can provide comments concerning its quality and consumer value. Material incentives are issued to the brigades of sewing workers based upon the results obtained from summarizing these evaluations. Beyond any doubt, there is some sense to introducing this method into operations in our republic.

Cooperation between trade and industry is presently being strengthened on the basis of collaboration agreements. Such agreements are becoming popular here in Moldavia. However, more often than not they are "independent" in nature and consist of a mixture of indicators. We are of the opinion that standard forms should be developed for these collaboration agreements and they should be approved at the Gosplan level for the republic and also by the Ministry of Trade, Moldavpotrebsoyuz /Union of Consumers' Societies/ and also by the respective industrial ministries and departments. Their extensive use will undoubtedly exert a beneficial influence upon the effectiveness of the relationships between trade and industry and, in the final analysis, upon satisfaction of the population's requirements.

The culture of services must play an equally important role in carrying out the plan for retail goods turnover. This concept touches not only upon the moral and ethical aspects of the relationships between salesmen and customers but also upon the economic aspects. If the culture of services is high at a trade enterprise and its workers are able to create a benevolent and affable atmosphere or, as the saying goes, a "model store," then the customers will display a preference for this store. Experience has shown that such an atmosphere in a store can result in the goods turnover being increased by from 5 to 10 percent.

A trade worker must display a considerable amount of skill in the process of selling goods. Unfortunately, modern organization and the practice of trade services are not oriented towards attracting customers to procure goods. One has only to study the actions of any salesman in our stores, one who works according to the service method. An individual enters a section or department, glances around, touches the goods and it is apparent that he is undecided with regard to selecting the item required. Only rarely does it happen that a trade worker approaches such a customer and asks him what it is he wishes to purchase and thereafter obtains the item and shows it to him.

Why is it that the salesmen or, more accurately, salesmen consultants, are not more active? To a large degree this is explained by the fact that for a long period of time many goods, owing to the fact that they were in short supply, were sold immediately and without difficulty. Thus an appropriate sales technology developed and a psychology for trade workers was formed. Here the trade did not require any special organization; the customers formed themselves into a line at once and immediately thereafter all of the goods were sold.

At the present time, the trade conditions have changed substantially and there are no sales forms and methods. As a result, the customers often depart the stores empty-handed, even when a broad assortment of goods is available.

In order to raise the level of services for the population and ensure the fulfillment and over-fulfillment of the planned tasks for goods turnover, the republic's Ministry of Trade, Moldavpotrebsoyuz and other departments having a trade network should ideally develop and implement a number of measures for improving the rules governing the sale of many products. First of all, a need exists for improving the system of wages for workers in stores engaged in selling clothing, furniture, carpet items, jewelry, chinaware and crystal. For the most part, they are presently being paid wages based upon fulfillment of the established plans for goods turnover, with no direct link existing between their wages and the number of products sold. We are of the opinion that it is more advisable to convert these trade workers over to the piece-rate wage system -- depending upon the number of items sold. A quantitative accounting for the sale of products in stores which trade in goods of such an assortment is fully possible, since payments for these products are usually made in the form of checks.

In order to raise the level of services, we must also raise the requirements being imposed upon leading workers at retail trade enterprises. At the present time, it is only rarely that they consider their chief task to be that of organizing trade and controlling the quality of services and the commodity-supply work. The directors of stores and the commodities experts visit the trade halls only infrequently and the heads of departments and sections concern themselves mainly with the acceptance and issuing of goods at storehouses. They almost never provide services for the customers or direct this process.

The organization of information for the customers on the availability and quality of goods -- advertising -- requires radical improvements. An effective means would be the development for each trade enterprise of a special plan-scenario in which information is made available in a store in a manner such that a customer is able to find the goods he is looking for and to obtain information on its principal properties, on an independent basis and without having to enlist the aid of a salesman.

The advertising of goods is fraught with great shortcomings. It is mainly non-specific in nature and it is not aimed at a definite contingent of customers. Special advertising institutes function within the Ministry of Trade and Moldavpotrebsoyuz and yet their work is not coordinated very well with the changing market conditions and they almost never respond to fluctuations in consumer demand. Very few colorful prospectuses, booklets or catalogs are being produced.

Moreover, quite often many goods are advertised only after they have been on sale for an extended period of time and no longer are in demand. As a result, the customers develop a negative attitude towards advertising: they assume that the advertising of an item signals that it has become old stock.

It is obvious that the advertising organizations must arrange their work on the basis of a plan, one that has been coordinated with specialists of the Moldavian Branch of VNIKS /All-Union Scientific Research Institute of Consumer Demand and Market Conditions/ and the demand services of the republic's wholesale bases. In addition, they must carry out non uncoordinated measures but rather

special purpose advertising campaigns based upon a flexible combination of various forms and methods for exerting influence upon the customer.

The trade workers must understand that a change in the market conditions for many goods and improvements in the availability of these goods for the population require new work forms and methods and not tomorroee but today, at the present time.

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## HOUSING AND PERSONAL SERVICES

### DUDENKOV SPEAKS ON PERSONAL SERVICES

Moscow EKONOMICHESKAYA GAZETA in Russian No 16, Apr 83 p 17

[Article by RSFSR Minister of Consumer Services Ivan Grigor'yevich Dudenkov: "A Party, State Concern"]

[Text] Quite recently the USSR Council of Ministers considered the question of the improvement of the schedule of enterprises, organizations and institutions which are engaged in serving the population. And today we have become witnesses to another vivid display of the concern of the party and the state about the welfare of the Soviet people: the decree of the CPSU Central Committee and the USSR Council of Ministers "On the Further Development and Improvement of Consumer Services" has been adopted.

Owing to the constant concern of the party Central Committee and the Soviet Government personal service, which was formed into an independent sector about 20 years ago, has now become an integral component of our life, our way of life.

During the past two five-year plans alone the average annual growth rate of personal services to the population came to more than 7 percent. I will note that annually personal service enterprises repair about 65 million household machines, radios and televisions, 64 million pair of footwear and nearly 1 million apartments and apartment houses. In the RSFSR alone the clothing repair and tailoring shops of the sector make from 30 to 70 percent of all the overcoats, suits, women's dresses and trousers being produced.

Guided by the decision of the November (1982) CPSU Central Committee Plenum and by the decree of the USSR Council of Ministers "On the Serious Shortcomings in the Schedule of the Enterprises, Organizations and Institutions Which Are Engaged in Serving the Population," which was published in January, our ministry has implemented a number of organizational measures on the regulation of the schedule of the enterprises which are directly involved in consumer services.

In connection with the fact that the establishment of the schedule of enterprises of the service sphere is the competence of the local soviets, the RSFSR Ministry of Consumer Services sent to the councils of ministers of the autonomous republics, the kray and oblast soviet executive committees letters with the request to take the necessary steps in conformity with the recommendations and advanced know-how of the enterprises of the sector, which exist in this regard. Then in January the



question was discussed at an expanded meeting of the collegium of the ministry and the presidium of the central committee of the sectorial trade union.

By now the revision of the schedules of clothing repair and tailoring shops, workshops, receiving and rental centers, photography studios, barbershops and hairdressers, showrooms and so on has practically been completed. Of the 104,200 enterprises involved in serving the population, during this time 4,500 were additionally changed over to a 1.5-2 shift schedule, and now they make up nearly 44.2 percent.

The number of 1.5-2 shift enterprises, which offer services of everyday demand (the repair of footwear, clothing and household machines, dry cleaning, the services of barbershops and hairdressers) has increased considerably. Nearly 80 percent of the barbershops and hairdressers in the cities have been changed over to work from 0700-0800 to 2100-2200.

At present more than a third, or 20,200, single-shift enterprises (out of 59,500) have been changed over to work according to a sliding schedule and with a divided workday. The remainder have been changed over to a schedule which envisages the completion of work at 7:00 pm and later. For the most part these are rural combined receiving centers which are changed over for the period of field work to a continuous schedule.

As a result of the taken steps during the past period the network of personal service enterprises, which operate on common days off, was expanded. There are over 6,000 more of them. The number of receiving centers, clothing repair and tailoring shops and workshops, which are open 7 days a week, also increased by 4,700. As a result the proportion of personal service subdivisions, which operate with a 6- or 7-day work week, increased from 72.9 to 82.5 percent.

A network of clothing repair and tailoring shops, shops and workshops with extended hours, which operate on Sundays and ensure not only the receipt, but also the filling of orders, is being organized for the creation of the greatest conveniences for the population. The number of such enterprises, which provide services on the repair of footwear and clothing, dry cleaning and the washing of laundry by the self-service method, already exceeds 4,000.

Much is being done to bring services closer to the clients, especially at enterprises where many women work. Here it is possible to name such addresses as the Bashkir and Komi ASSR's, Krasnoyarsk and Maritime Krays, Sverdlovsk, Irkutsk, Saratov and other oblasts.

The House of Personal Services has been in operation for about 3 years, for example, on the grounds of the Krasnoyarsk Metallurgical Plant. Last year alone it provided the workers and employees of the enterprise with services in the amount of 327,000 rubles.

This is already the 6th year that the combined receiving center of the Voskhod Cotton Association in Omsk has been opened near the entrance gate.

Recently Kemerovo University, at which in 2 months of this year services in the amount of nearly 6,000 rubles were rendered, made available space with an area of

330 m<sup>2</sup> for the organization of a personal services salesroom. In all during the time left until the end of the five-year plan it is planned to additionally organize at plants and factories, construction projects and dormitories not less than 1,500 such subdivisions.

It is possible to say that a considerable amount has already been done, but very, very much has to be done.

As is noted in the decree of the CPSU Central Committee and the Council of Ministers, the achieved level of personal service does not completely meet the increased demands of the Soviet people.

A set of organizational and economic measures is envisaged by the decree for the further development and improvement of consumer services. Among them the measures connected with the development of the material and technical base of the sector hold a special place. For example, in the RSFSR in 24 autonomous republics, krais and oblasts up to now there are no main enterprises for the repair of household machines and appliances, in 56 there are none for the repair of radios and televisions. Enterprises for the dry cleaning of clothing and the repair of household equipment, radios and televisions operate in only 500 rayon centers of the republic. Now the extensive use of bank loans will make it possible to speed up appreciably the placement of new production capacities into operation and the expansion of operating ones.

The instructions of the CPSU Central Committee and the USSR Council of Ministers to the ministries and departments of all sectors of the national economy on the construction of houses of personal services and other facilities of the service sphere for serving their own workers and at their own expense are fundamentally new.

It is also gratifying that specific assignments on the development of new equipment, instruments, tools, means of mechanization, specialized motor transport and machinery for the service sphere are envisaged by the decree. And the machine building ministries should concentrate efforts on the development of a system of machines which make it possible to fulfill the complete cycle of the performance of services.

I am confident that the steps being taken in light of the decree on allocating material resources to the sector will have a most beneficial effect on its development. As is known, for the present not enough of them are being allocated.

The workers of personal service have interpreted the decree as a document of great political and economic importance. Its discussion is now under way in all the collectives of the enterprises and organizations of the sector.

The suggestions made during the discussion will be generalized at the republic conference, which it is planned to hold in May in Saratov with the participation of representatives of the councils of ministers of the autonomous republics and the kray and oblast soviets of people's deputies.

Information on the preparation of sessions of the soviets of people's deputies, which will discuss the tasks ensuing from the decree and will elaborate more specific measures aimed at the further improvement of consumer services, is being received from the oblasts, krais and ASSR's.

Since the first days after the promulgation of the decree of the CPSU Central Committee and the Council of Ministers the workers of personal service have sensed good changes in the approach to the solution of the problems of the development of the sector. Practical steps are being taken on the improvement of its supply with resources. In particular, the changes in the delivery of spare parts to enterprises for the repair of household equipment, radios and televisions have been appreciable.

The workers of the sector are responding to the concern of the party and the state about the development of personal service with new efforts in the matter of the further improvement of the service of the Soviet people.

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## HOUSING AND PERSONAL SERVICES

### GOSSTROY PLANS TURKMEN HOUSING FOR 1985

Ashkhabad TURKMENSKAYA ISKRA in Russian 6 Apr 83 p 2

[Article by First Deputy Chairman of the Turkmen SSR State Committee for Construction Affairs and Chairman of the Turkmen SSR Board of the Scientific and Technical Society of the Construction Industry M. Krichevskiy: "Housing Is a Social Problem"]

[Text] In the recently adopted decree "On Measures on the Assurance of the Fulfillment of the Plans of the Construction of Apartment Houses and Social Projects" the CPSU Central Committee emphasizes that the unconditional fulfillment of the assignments of the 11th Five-Year Plan on residential housing construction is an important sociopolitical task.

In our republic a definite step forward has been made in the development of residential housing construction. Since the beginning of the five-year plan 1.86 million m<sup>2</sup> of housing, schools for 43,800 pupils and kindergartens and nurseries for 8,600 have been put into operation. However, it is impossible to recognize as satisfactory the rate of construction work.

All the participants in the construction of houses, health care and municipal services facilities, vocational and technical schools and others: general contracting and subcontracting organizations, client ministries and departments, deserve reproach for this.

The Turkmen SSR State Committee for Construction Affairs is also not freeing itself of responsibility for the unsatisfactory state of affairs in construction.

In recent times in Turkmenistan the level of industrial construction of apartment houses has increased significantly. The total capacity of the enterprises of large-panel housing construction comes to 448,000 m<sup>2</sup> of total area a year, a significant amount of which--363,000 m<sup>2</sup>--falls to the plants of the Turkmen SSR Ministry of Construction. But even under these conditions for the present we are building slowly and poorly, violating the present requirements of the comprehensive development of cities and villages and producing dull, monotonous buildings which have been finished in bad taste and with a low quality.

There are many reasons for this. The rated capacities of large-panel housing construction in the Turkmen SSR Ministry of Construction are being used poorly. For example, two-thirds of them have been assimilated, while in other departments it is even less. Hence the small amounts of construction. The poor quality of our

houses is due to the fact that they are being produced by the plants in accordance with obsolete plans. For example, series 467 of the Mary House Building Combine is excessively metal-consuming and is not technologically efficient, series UZ-500 has small layout spans, within which it is impossible to lay out a comfortable apartment. Meanwhile this series is being produced at the Bezmein, Chardzhou and Nebit-Dag Plants of Large-Panel Housing Construction. In spite of the repeated adjustment of this series, it has not been possible to achieve any substantial changes in the direction of the improvement of its quality.

The only series of houses, series 111-76, the production of which has been set up at the Ashkhabad Plant of Large-Panel Housing Construction, has satisfactory layout parameters and makes it possible to vary the housing system, owing to the possibility of assembling the houses from block sections. However, as was stated above, the enterprise of the capital has assimilated only 60 percent of the rated capacities.

The increase of the capacities of house building combines, which by 1985 should produce for the Turkmen SSR Ministry of Construction alone 700,000 m<sup>2</sup> of total area, has been envisaged for the 11th Five-Year Plan. In Tashauz and Krasnovodsk new enterprises will be built, while it is planned to change over the operating enterprises to the output of four- and nine-story apartment houses in conformity with the standard plans of series 148 with different indices, which reflect the territorial, seismic and design features of each house.

The architectural layout and design solution of the plans of this series is characterized by bold innovations.

Versions of the plans of one- and two-story houses of series 148 are being drawn up in conformity with the USSR Food Program for introduction in rural areas and rayon centers. Standard plans of one- and two-story houses are being used in individual construction in the countryside in all climatic and seismic zones. The Karakum series, which was developed by the Main Administration for Construction in the Karakumy Region, is also well known. Large block construction is a convenient form of the industrialization of rural housing and social construction.

Light-weight concretes based on both keramzit and nonautoclave concrete, for which dune sand serves as the basic material, are being used in the republic for the production of large blocks. A branched series of one- and two-story apartment houses and public buildings (series 211), which has in it plans for aseismic regions and seismic regions with an intensity of 7-8, has been developed on this basis.

At the same time as the replacement at operating enterprises of the obsolete series of standard plans with modern ones, it is necessary to improve the technology of their production and to change over to the progressive forming of the panels by the stand method. This method sharply increases labor productivity, increases the quality and plant readiness of items and makes it possible without the replacement of the basic forming equipment to change over in the future to new types and brands of items.

For the present the republic enterprises of large-panel housing construction are producing items of incomplete plant readiness, as a result the process of finishing the components is being transferred from the plant to the projects. This leads to

considerable material expenditures, the dragging out of the construction period, the nonfulfillment of the output norms, the haste and carelessness of fulfillment, which predetermines the low quality erection of houses.

And here is what is curious: in spite of the low quality of the items being delivered to construction projects, in essence complaints are not being lodged against the supply plants. The managers of construction organizations and the clients are displaying a lack of principles in this important matter and are encouraging careless workers.

However, the tasks of modern construction envisage not only the improvement of completely prefabricated construction. We should always keep in mind the other industrial methods, which ensure the freedom of volumetric and layout designs and the creation of expressive and dramatic architectural ensembles. The construction of buildings made of monolithic reinforced concrete with the use of forms of different designs--slip, panel, travelling--meets these requirements more completely. Its beginning was marked by the construction of 12-story experimental apartment houses in Ashkhabad in a slip form, with the production of all the load-carrying structures from keramzit. Plans of houses being built from monolithic reinforced concrete have been elaborated for Ashkhabad, Mary, Chardzhou, Tashauz and Krasnovodsk. A special construction trust with subdivisions in the oblast centers has been set up in the Turkmen SSR Ministry of Construction.

Only by following the path of technical progress and assimilating everything new and advanced in the planned time will we be able to make up for lost time. In 2 years of the 11th Five-Year Plan the contracting construction organizations have failed to provide the population of the republic with apartment houses with an area of more than 170,000 m<sup>2</sup>, 3,700 places for students at schools, 2,500 places at kindergartens and other projects.

It is a matter, therefore, of the violation of an important requirement--the comprehensive development of cities. Instances are occurring when the lack of coordination in the plans of the placement into operation of underground engineering mains and apartment houses has the result that finished houses for a long time remain vacant while waiting for city mains. The planning of the placement of houses into operation in residential districts "by the unit," without coordination with the dates of the construction of social, cultural and personal service facilities and the improvement of the territory of the housing system leads to the formation of what are called "bedroom microrayons," in which the new settlers for a long time take their children to schools, kindergartens and nurseries which are at a considerable distance from home and are deprived of the opportunity to enjoy the good things on the territory of the microrayon.

It is time to reject such a practice.

The creation in our cities of the services of a single client and the introduction of "Orel continuous planning" and the other positive experience, which has been gained in our country and republic, will help to solve this problem. The ministries and departments which are builders should set themselves the goal to ensure comprehensive flow-line construction with the uniform placement into operation of projects with respect to time during the year.

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## HOUSING AND PERSONAL SERVICES

### MOLDAVIAN SSR SUPREME SOVIET MEETS ON HOUSING

Kishinev SOVETSKAYA MOLDAVIYA in Russian 8 Apr 83 pp 1, 3

[Article: "The Meeting of the Presidium of the Moldavian SSR Supreme Soviet"]

[Text] The regular meeting of the Presidium of the Moldavian SSR Supreme Soviet was held on 7 April. Having considered the question of the work of the Moldavian SSR Ministry of Viticulture and Wine Making on the implementation of the decisions of the May and November (1982) CPSU Central Committee Plenums in the area of the improvement of the social conditions of the life of workers and employees of sovkhoz-plants, the Presidium of the Supreme Soviet noted that these tasks had been discussed in the collegium of the ministry, the councils of directors and the labor collectives. Measures, the implementation of which will promote the increase of the standard of living and well-being of the workers and employees of the system and the fulfillment of the social program, were approved.

At the same time the work being done in this direction by the Moldavian SSR Ministry of Viticulture and Wine Making does not completely meet the requirements of the party. All the reserves for the radical improvement of the housing and social conditions of the life of workers and employees of sovkhoz-plants and other subordinate enterprises and organizations have not yet been put to use. The ministry, its administrations, departments and associations are poorly utilizing their powers for the coordination of the activity of enterprises, sovkhoz-plants and construction organizations, are not adequately ensuring the completeness of building and are not carrying out on the proper level the monitoring of the implementation of their own decisions on questions of capital construction and the repair of sociocultural facilities.

The provision of the population of the villages located on the grounds of sovkhoz-plants with facilities for sociocultural, municipal and personal service purposes is less than the average republic indicators, as well as the indicators achieved by other agro-industrial ministries and departments. The practice condemned by the party, when production construction is not carried out in combination with the construction of social facilities and housing, is continuing. The slowing of the rate of construction and the decrease in 1983 as compared with 1982 of the assets being allocated for the construction of facilities for housing, sociocultural, municipal and personal service purposes have been permitted. At many sovkhoz-plants, which annually derive considerable profits, practically nothing is being done in the area of the improvement of the social conditions of the life of workers and employees. The negligible capital investments, which are allocated for the construction of

housing and sociocultural facilities, from year to year are not assimilated. The improvement of the health and the relaxation of the workers of the system have been organized at a low level. The lack of proper attention to the solution of the problems of the social reorganization of villages is impeding the creation of stable labor collectives, the attachment of young people to the countryside and the successful fulfillment of the Food Program.

The Presidium of the Supreme Soviet directed the attention of Moldavian SSR Minister of Viticulture and Wine Making N. N. Luk'yanov to the inadequate work on the implementation of the decisions of the May and November (1982) CPSU Central Committee Plenums in the area of the improvement of the social conditions of the life of workers and employees of sovkhoz-plants. The task was posed for the ministry to improve radically the work on the mobilization of the collectives of sovkhoz-plants, construction organizations and industrial enterprises and all the working people of the sector for the social transformation of villages, regarding this as a statewide, national task and one of the most important conditions of the creation at the farms of stable labor collectives and the successful accomplishment of the tasks ensuing from the Food Program.

The Moldavian SSR State Planning Committee was ordered to envisage in the annual plans the necessary development of the material and technical base of the sociocultural facilities at the sovkhoz-plants of the Moldavian SSR Ministry of Viticulture and Wine Making with allowance made for the permitted lag and the increase of the need for them.

Having considered the question of the tasks of the soviets of people's deputies of the Moldavian SSR on the fulfillment of the decree of the Presidium of the USSR Supreme Soviet "On the Tasks of the Soviets of People's Deputies on the Assurance of the Fulfillment of the Plans of the Construction of Apartment Houses and Social Facilities," the Presidium of the Moldavian SSR Supreme Soviet noted that the soviets of people's deputies, the ministries, state committees and departments of the republic were performing definite work on the assurance of the fulfillment of the plans of residential housing construction. These questions are regularly examined at the sessions of the soviets, at the meetings of the executive committees and permanent commissions and in the collegiums of the ministries, state committees and departments. This work was especially stepped up after the adoption of the decree of the Presidium of the USSR Supreme Soviet of 22 June 1981, "On the Work of the Soviets of People's Deputies of the Moldavian SSR on the Assurance of the Construction of Housing and Municipal, Personal Service and Sociocultural Facilities."

However, the steps being taken have not ensured the elimination of the existing shortcomings in the construction of housing and sociocultural facilities. In the republic, as in the past, the plans of the construction and placement into operation of apartment houses, preschool institutions, hospitals and other health care, municipal, personal service and sociocultural facilities are not being fulfilled.

The ministries, state committees and departments, the executive committees of the local soviets and the contracting construction organizations are not taking effective steps on the complete assimilation of the allocated limits of capital investments and construction and installation work and are not utilizing the available reserves and possibilities for the improvement of the construction of residential housing facilities. Serious shortcomings are being permitted in the planning of



capital investments and the supply of construction projects with the necessary material, technical, financial and manpower resources. As in the past, the responsibility of officials for the organization of construction work and the creation for the construction workers of the proper working and living conditions is low. The construction of apartment houses in rural areas is being carried out unsatisfactorily. Inadequate attention is being devoted to the development of individual housing construction.

The Presidium of the Supreme Soviet obliged the soviets of people's deputies of the Moldavian SSR to accept for unswerving guidance and execution the decree of the Presidium of the USSR Supreme Soviet of 15 March 1983, "On the Tasks of the Soviets of People's Deputies on the Assurance of the Fulfillment of the Plans of the Construction of Apartment Houses and Social Facilities," and to ensure the unconditional fulfillment of the approved plans of residential housing construction; to regard the fulfillment of the plans of the construction of apartment houses and social facilities as one of the most important tasks which are of great sociopolitical importance.

The task was posed for the Moldavian SSR ministries of the construction materials industry and local industry to take additional steps on the increase of the production of construction materials, to improve their quality radically and to meet more completely the needs of residential housing construction for them, having devoted particular attention to construction in the countryside and to individual housing construction. The Moldavian SSR State Committee for Material and Technical Supply and the Board of the Moldavian SSR Union of Consumers' Societies were ordered to improve the market trade in construction materials, while the Moldavian SSR State Planning Committee, the ministries, state committees and departments of the republic were ordered to envisage in the state plans the allocation to the enterprises and organizations, which carry out the construction of apartment houses and social facilities by means of their own resources, of a greater amount of construction materials and components and to promote in every possible way the development of this form of construction.

Having considered the question of the messages of the deputies of the Moldavian SSR Supreme Soviet about their activity in the electoral districts, the Presidium of the Supreme Soviet noted the great fruitful work of the deputies of the Moldavian SSR Supreme Soviet on the broadening of the contacts with the population, the tightening up of state and labor discipline and the mobilization of the working people of the republic for the successful fulfillment of the tasks of economic and sociocultural construction, the plan assignments and socialist obligations for the 11th Five-Year Plan.

It was recommended to the ministries, state committees, departments and executive committees of the local soviets of people's deputies to increase the attention to the examination of the suggestions of the deputies of the Moldavian SSR Supreme Soviet, to seek possibilities for the realization of the mandates of the voters, which had been accepted for execution, to take them into account when drafting the plans of economic and social development and to ensure the strict monitoring of the activity of subordinate enterprises, institutions and organizations on the implementation of the suggestions and comments of the deputies. The Presidium of the Supreme Soviet obliged the executive committees of the local soviets of people's deputies of the Moldavian SSR to step up the organizing work on providing

assistance to the deputies of the republic Supreme Soviet in their activity in light of the requirements of the USSR Law "On the Status of People's Deputies in the USSR."

At the meeting of the Presidium of the Moldavian SSR Supreme Soviet other questions were also considered, the appropriate ukases and decrees were adopted.

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CSO: 1827/199

## HOUSING AND PERSONAL SERVICES

### NEW OPERATING HOURS OF STORES STILL POSE PROBLEMS

Kiev RADYANS'KA UKRAYINA in Ukrainian 5 Mar 83 p 2

[Article by L. Ruta, special correspondent of "RADYANS'KA UKRAYINA", Volyn Oblast]

[Text] Dear Editor: The salespeople of the "Lutsk" department store appeal to you. Please explain how the operating hours of stores are established. Previously we were open from 9:00 A.M. to 7:00 P.M., and on Sunday from 9:00 A.M. to 3:00 P.M. But now they have set working hours from 10:00 A.M. to 8:00 P.M. This is unquestionably in the interests of the customer. But we also have families and children who must be taken from the children's establishments.

Group of salespeople

As is well-known, the USSR Council of Ministers adopted a decision on questions connected with regulating the operating hours of enterprises, organizations and installations which serve the population. They have changed to new operating hours at the Volyni store.

"In making up operating schedules," says deputy chief of the Oblast Trade Administration Ya. A. Luk'yanchuk, "we started from the fact that a person could make purchases after work. Department stores now operate from 10:00 A.M. to 8:00 P.M. In the oblast center three food stores are open until 10:00 P.M., and one until 11:00 P.M."

There is no doubt of the conformity of these preparations. But attention must be turned to observations of the administrator of the "Lutsk" department store, M. S. Martynenko, department store (store No 23) director V. B. Bondaruk and the heads of stores No 4 and No 14, O. O. Kostyuk and M. M. Sinyuk.

"Already today we see fruits of the struggle to improve labor discipline," they say; "during the day at the stores there are many fewer customers than previously. However--and this does not completely sadden us--there are fewer customers also in the evening."

I became convinced that this is really so. As was revealed in conversations with customers, this can be explained by handling defects in publicizing the information--not all know about the new operating hours. On the other hand, inertia

also produces an effect--people have not become accustomed yet to being able, shall we say, to make purchases in department stores and food stores late in the evening. But here is one more fairly serious aspect. One would think that to merely post new operating schedules is far from adequate. It is extremely necessary that the new hours be closely linked with the delivery [schedules]. What is happening?

"I go to the store in the evening," customers often say, "if I can be sure that I will be able to quickly make a good purchase."

And so the salespeople must be on the spot and, taking advantage of the latest form (shall we say, without covering exits from sections from the opposite side, which transforms the lines into fist fights, as they often do in the "Lutsk" store) and availability of merchandise for sale.

Meanwhile new schedules have been posted and the merchandise for which there is an increased demand is sold for some reason, as earlier, only during the day. And why shouldn't those resources be distributed in a way to be available for sale in the evening when people leave work?

For trade to have the possibility of maneuvering its commodity resources, however, it is necessary that industry maintain the delivery discipline--that the merchandise be supplied rhythmically over the course of the whole month. As long as merchandise arrives principally at the end of the month, it's not simple to put business on track. Also, merchandise is often damaged.

"For our section a shortage is just plain disaster," says G. A. Magdych, brigade leader of the radio section of the "Lutsk" store of the L'vov Production Combine 'Elektron', "for every third customer returns a television set prior to expiration of the guarantee period." To our complaints in connection with quality and the schedule of deliveries, the administration of our enterprise invariably replies: "We are grateful for the information; we will improve our operation." But everything remains as before.

"A great many defective shoes come to us," says chief of the children's shoes section L. M. Myshlennyk, "from Voroshilovgrad, L'vov (factory No 4) and Khust."

Not all is coming up roses in the operation of commercial companies as well. To some extent they also do not care if the merchandise arrives at the stores at an even schedule throughout the month, and the lion's share arrives on its last days. The chief of store No 30, S. I. Kulyk, proposes:

"Companies should count on fulfilling the plan after we have sold the merchandise. Then they would work better with the industry."

Consequently, to put the working hours of stores in order it is necessary to solve all these questions in a complex. But the authors of the letter are right. In connection with new working hours it is necessary to decide also a number of questions of a social nature. Store No 26 is open until 11:00 P.M.; 20 percent of the collective lives in the villages of Lutskiy, Kivertskiy and Rozhishchenskiy rayons. The last buses leave about 9 o'clock in the evening.

"I am unable to get on this bus," says salesman Z. S. Kutsyk, "and must stay at night with a friend. I think it would be proper to have the buses operate after 9 o'clock at night."

"And we have two children apiece," says V. S. Bardas' and V. Ya. Bodnya, salesmen at the "Lutsk" department store. "Kindergartens are open until 7 o'clock and we work until 9 o'clock. How can that be? The kindergartens must conform to our needs."

True, if we want for stores to be open until a more convenient time for customers, their operating hours must be coordinated with the bus transport and with the children's establishments and schools. When there is no need for regular buses to make trips to the village after 9 o'clock in the evening, four buses must be allotted. And these questions should be decided urgently, without being postponed until later.

Obviously there ought to be concern about mothers in the organs of popular education. Perhaps it is worthwhile also to organize in kindergartens at least four groups whose working hours should conform with those mothers. Groups with a longer day in school also have to work longer.

As we see, to have our sphere of services function efficiently, and at a time convenient for workers, servicing, in the full sense of the word as required by decisions of the 26th CPSU Congress, it is naturally not enough to change the work schedule roster. For that it is required to solve a whole complex of complicated questions and distribute them to the local organs; ministries and departments have to solve them with the greatest possible speed.

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CSO: 1811/34

## HOUSING AND PERSONAL SERVICES

### SHODDY HOUSING FACILITIES, AMENITIES DISCOURAGE PLANT WORKERS

[Editorial Report] Moscow IZVESTIYA in Russian on 26 March 1983 carries on page 2 an article titled "Why The Workshops Are Empty." The article describes the tribulations of families coming to work at the Artemovsk Plant of Knitted Linen Products in the Far East, only to find that housing facilities provided them are so poorly constructed as to cause them to leave again. "We came here favorably disposed. After all, we had been promised well-constructed housing," says Lyuda, the 'feisties' of four workers sharing one room. "Yes, the plant is new. The salary is good. The environment is pleasant. The sea is nearby. And we considered of staying. But there are problems. The room has no shelves and only one night stand for four people, and a furniture plant is located nearby! The dormitory has no restaurant, nor a bakery. The Palace of Culture is five kilometers away, but the bus runs erratically. We have no friends in the neighborhood. And what a mess around the dormitory grounds after it rains! Such filth that to go to the plant without high boots is unthinkable!" The article concludes by noting that the situation at the plant has been brought to the attention of the Primorskiy kray Soviet ispolkom, and that the loss of workers' discipline should become a subject of particular importance to the RSFSR Ministry of the Textile Industry collegium.

CSO: 1827/219

## HOUSING AND PERSONAL SERVICES

### WOMAN TOLD: 'YOU HAVE NO RIGHT TO BETTER HOUSING'

[Editorial Report] Dushanbe KOMMUNIST TAJIKSTANA in Russian on 25 March 1983 carries on page 3 an article which champions the cause of a woman who unsuccessfully fought rayon authorities to gain more housing space for her family--her parents and three children. The author writes, "The raykom workers from whom Zvonareva sought help have earned a strict rebuke. People go to them only when all other alternatives have been tried."

### ROUNDTABLE ON LABOR DISCIPLINE HIGHLIGHTED

[Editorial Report] Moscow SOVETSKAYA TORGOVLYA in Russian on 24 March 1983 carries on page 2 a roundtable discussion with directors of trade associations and production organizations. The article, entitled "What Is Discipline?", focusses on the relationship between labor discipline and production efficiency, and discusses its effects on consumer services.

CSO: 1827/216

## HOUSING AND PERSONAL SERVICES

### BATUMI WORKERS COMPLAIN OF POOR COMMUNAL, CONSUMER SERVICES

[Editorial Report] Tbilisi KOMUNISTI in Georgian on 26 January 1983 page 2 carries M. Gorgiladze's 1100-word piece on the general subject of the well-being of the Batumi Electrical Machinery Plant and its workers in the framework of the brigade method, which after a skeptical start has won acceptance, helped increase productivity, improved worker skills, and enhanced discipline. But a number of complaints are also discussed: Workers' homes are heated poorly or not at all. Operating hours of stores, shops, and other consumer outlets and services end just as production personnel are coming off work, so that in order to take care of personal and household errands the plant workers have to take time off the job. Particular reference is made to the need for better automotive services, and workers urge that service stations and car repair shops open on weekends. "The working class has always stood by its country, and will continue to do so, but it is necessary to raise standards in every sphere and link of our life, to enhance responsibility and discipline."

CSO: 1813/818



## HOUSING AND PERSONAL SERVICES

### BRIEFS

CONSUMER SERVICES EXAMINED--Consumer services in the country's towns and villages have gone over to a new regime of work. The question of further perfecting and developing consumer services for the population has been examined at a routine session of the CPSU Central Committee Politburo. A decision adopted on this question by the CPSU Central Committee and the USSR Council of Ministers provides for an extensive range of measures aimed at implementing the social policy of the party in the field of perfecting the organization and raising the level of consumer services for the working people. It is envisaged that such types of services as radio and television repairs, household machine repairs, and laundry and dry cleaning services will be expanded. [Text] [LD280024 Moscow Domestic Service in Russian 1900 GMT 27 Mar 83]

CSO: 1827/226

## CONSUMPTION TRENDS AND POLICIES

### PROFIT DISTRIBUTION IN ESSR MINPISHCHEPROM DESCRIBED

Moscow FINANSY SSSR in Russian No 3, Mar 83 pp 15-18

[Article by Kh. Kh. Pyl'dvee, chief of the Finance Department of the Estonian SSR Ministry of the Food Industry: "On the Experience of Distributing the Profit by the Standardized Method"]

[Text] The Estonian SSR Ministry of the Food Industry has been operating since 1974 in accordance with the statute on the republic industrial association. The search for additional possibilities and methods of improving the planning of production operations and increasing the role of economic levers was begun at that time. Having analyzed our activity, we drew up versions of the improvement of planning and economic stimulation. When preparing the ministry for the changeover to the comprehensive system of management it was envisaged to achieve the following goals: 1) to make the economic conditions of the work of the ministry dependent on the meeting of the needs of consumers for the products of the sector, the efficiency of the use of productive capital and manpower and financial resources, the acceleration of scientific and technical progress and the fulfillment of the five-year plan with respect to the quality indicators; 2) to use on the basis of the five-year plan the standards of the expenditures of the wage and the formation of economic stimulation funds, as well as long-term economic standards of the distribution of the profit between the state budget and the ministry with guaranteed payments to the budget by years of the five-year plan; 3) to ensure the stability of the economic conditions of the activity of the ministry, the established procedure of the formation of economic standards and the use of funds, to increase the responsibility of management for the fulfillment of the plan assignments, economic contracts and obligations to the budget. It was planned in the planning of production and labor productivity to use the indicator of the net output, to draft a financial plan for the five-year plan and to distribute the profit by the standardized method.

In accordance with our version the profit should have been distributed in a slightly different way than is envisaged at present. There are excluded from the additional profit, which is received by enterprises in the annual plan in excess of the amount established by the five-year plan for the given year: first, the fee for capital and the interest on bank credit in excess of the amounts envisaged for the indicated year by the five-year plan; second, the economic stimulation funds, which have been calculated in accordance with the established standards, in excess of the amounts approved in the five-year plan for the given year; third, the amounts of the repayment of the bank credit, which was received in excess of the five-year

plan, for the expansion of production, the introduction of new equipment and the financing of capital investments. After the exclusion of all these amounts it was envisaged to distribute the additional profit between the enterprise and the budget in accordance with the stable standards which had been established for the five-year plan.

It was proposed to distribute the above-plan profit in the following manner. The fee for capital and the interest on bank credit in excess of the interest established in the annual financial plans are paid. Additional amounts for the achieved level of production of consumer items with the Seal of Quality are credited to the incentive funds in conformity with the standards for the amount of output of the highest quality category. The amount of the incentive funds for the exceeding of the annual plan on the fund-forming indicators is increased. The assets being paid in accordance with the results of the all-union and republic socialist competition are taken into account. The remainder of the above-plan profit is distributed in accordance with the standard.

The proposals drawn up by us were examined in 1977 in the Interdepartmental Commission on Questions of the Use of New Methods of Planning and Economic Stimulation attached to the Estonian SSR State Planning Committee. The commission endorsed the materials submitted by us, but the Estonian Ministry of the Food Industry remained unconverted to the new methods, since the central departments of the country were already working on the questions of the further improvement of the planning and economic stimulation of production.

In 1980 the USSR Ministry of the Food Industry proposed to conduct for the republic food industry as a whole an experiment, which envisaged during the planning and evaluation of the fulfillment of the plan in accordance with the production volume and labor productivity the use of the indicator of the standard net output and the use of the standardized method of distributing the profit.

Favorable prerequisites: a relatively small number of enterprises in the system; a simple structure of the management of the sector: the ministry--the enterprise; the high skill of the specialists of enterprises and the staff of the ministry; the stability of the plans and their fulfillment, existed for the conducting of the experiment. Let us cite the data on the balance sheet profit of industry (Table 1).

Table 1 (millions of rubles)

Year	Plan		Actual fulfillment	Number of enterprises which did not fulfill the plan
	initial	final		
1976. . . . .	25.9	25.6	27.7	--
1977. . . . .	27.4	26.0	27.6	--
1978. . . . .	26.6	24.4	26.5	--
1979. . . . .	30.1	31.4	32.6	2
1980. . . . .	34.2	34.1	36.2	1

The preservation of internal working capital was ensured (Table 2).

Table 2 (thousands of rubles)

Year	Standard of internal working capital	Availability with allowance made for revision of settlements with the budget
1976. . . . .	15810	15794
1977. . . . .	15825	15808
1978. . . . .	15798	15822
1979. . . . .	16918	16960
1980. . . . .	18230	18235

After the decision on the conducting of the experiment was made, the efforts of specialists were focused on the completion of the preparation for it. The causes of the formation of above-standard expenditures (in the case of the payment of interest on credit, on the fee for capital, as a result of the formation of above-plan reserves of commodity stocks, for which credit had not been extended by the bank, above-standard stocks of uninstalled equipment and machinery) were studied. They studied the composition of the productive capital at the enterprise for the purpose of identifying and eliminating the surplus fixed capital which was not necessary for them. They directed serious attention to the establishment of the possibilities of the additional decrease of the production cost of the commodity production and the increase of the profit.

During the preparation for the changeover to the new method on the basis of the indicators of the draft of the financial plan for 1981 there were elaborated for the enterprises standards of the deductions from the profit which was left at their disposal. A standard of the deductions from the profit left at the disposal of the system, which was equal to 24.7 percent, was approved for the Estonian Ministry of the Food Industry as a whole.

The ministry demanded of the enterprises an increase of the responsibility for the elaboration of the indicators of the financial plan and for the level of planning itself, because in the case of the standardized distribution of the profit the quality of the planning of such indicators as the fee for capital, the payment of interest for credit and so on plays an important role.

In previous years the redistribution of assets both with respect to the profit and with respect to the financing of capital investments was permitted here. With the changeover to the standardized method we sought the opportunity to eliminate every kind of redistribution so that every enterprise would sense responsibility for the accumulation of assets for its own needs and their economical expenditure.

A seminar-conference for the workers of enterprises on questions of the standardized distribution of the profit was organized jointly with the Estonian Ministry of Finance.

During 1981 the profit for the enterprises of the system came to 33,464,000 rubles with a plan of 32,602,000 rubles, that is, the plan was exceeded by 2.6 percent. It is possible to characterize the fulfillment of the plan of the profit for the same year by the following data (Table 3).

Table 3

	Number of enterprises	Profit, thousands of rubles according to plan      actual		Average percent of fulfillment
Did not fulfill plan	1	1521	1386	91.1
Fulfilled plan by 100-103 percent. . .	12	22235	22788	102.5
Fulfilled plan by more than 103 percent	6	8848	9290	105.0
Total. . . . .	19	32604	33464	102.6

From the cited data it is evident that the enterprises with a level of fulfillment of the plan of the profit of up to 103 percent provided the bulk of the profit (68.1 percent). In conformity with the new procedure the amount of the above-plan profit, which was left at the disposal of enterprises, came in 1981 to 420,000 rubles, or 45.4 percent of the total above-plan profit to be distributed. In all 506,000 rubles were paid to the budget in the form of deductions from the profit.

Nearly all the expenditures of the enterprises, both planned and above-plan, were financed in connection with the fulfillment and exceeding of the plans of the profit. But it must be noted that in 1981 a portion of the above-plan expenditures for the enterprises, which fulfilled the plans, would have remained unmet by the amount of 108,000 rubles, if they had not had a saving for some expenditure items of the financial plan. For five enterprises expenditures in the amount of 20,000 rubles remained unmet. Moreover, a shortage of assets in the amount of 124,000 rubles formed at the Tallinn Perfume and Fat Combine in connection with the nonfulfillment of the plan of the profit. In all the shortage of internal working capital according to the balance sheet on 1 January 1982 with allowance made for the revision of settlements with the budget came to 128,000 rubles, which was covered by the ministry and the enterprises by 1 April 1982.

In accordance with the standardized method in the case of the nonfulfillment by an enterprise of the plan of the profit the payments to the budget should be made in the planned amount. In our opinion, such a guaranteed portion of the profit in this case should also be left at the disposal of the enterprise. It seems to us that there is some discrepancy between the statute on the formation and expenditure of the material stimulation funds and the statute on the procedure of distributing the profit of the enterprises which have been changed over to the standardized method. In accordance with the statute on the formation and expenditure of the material stimulation funds the ministry can decrease the deductions for the funds in the case of the nonfulfillment by enterprises of the fund-forming indicators and the plan of the profit. Here the minimum amount of the material incentive fund cannot be less than 40 percent of its planned amount. The system of guaranteed payments leaves the enterprises, which did not fulfill for some reason the plan of the profit in considerable amounts, without assets for material incentives even within the limits of the permitted minimum.

The noted discrepancy must be eliminated, in order to guarantee to enterprises in the case of the standardized method the minimum amount of deductions for the material incentive fund at the expense of the profit, and not internal working capital.

In 1982 the amount of the deductions for the material incentive fund from the above-plan profit in the case of the fulfillment of the plans of deliveries was increased in the system to 10 percent, and additional deductions for the proportion of high quality consumer goods in the total volume of production of products were reintroduced. By means of these factors alone the material incentive fund during 1982 should have increased as against the plan by 343,000 rubles (192,000 rubles for the fulfillment of the plan of deliveries, 151,000 rubles for the achieved level of the proportion of high quality goods). For the obtaining of the indicated additional deductions by means of 50 percent of the above-plan profit in the case of the standardized method the enterprises should exceed the plans of the profit by not less than 686,000 rubles, or 2.6 percent. The question arises: How is the payment of bonuses in accordance with the socialist competition to be made and how are the other above-plan expenses to be met? The more substantial the exceeding of the plan of the profit is, the relatively smaller amount of it is left at the disposal of the enterprise.

As is known, in some sectors of industry the enterprises receive from the sale of products with the State Seal of Quality an additional profit by means of wholesale price markups. In the food industry in the case of the output of high quality consumer goods such markups are not made and owing to this an above-plan profit is not obtained. On the contrary, in the case of the output of these goods the enterprises make additional expenditures in connection with the use of raw materials and materials of increased quality and the greater labor intensity of production. In our opinion, for the achieved proportion of high quality consumer goods in the total volume of production of products deductions to the material incentive fund must be made at the expense of the above-plan profit prior to its distribution in accordance with the established standard (as is being done with the bonuses in accordance with the socialist competition). Otherwise the interest of the enterprises of the food industry, which have been converted to the standardized method, in the output of high quality goods decreases, since they cannot obtain an above-plan profit for their disposal in an amount which ensures deductions to the material incentive fund up to the permitted level. This question must be settled. For the enterprises, at which the distribution of the profit is carried out according to the old method, are in a better position.

In accordance with the statute on the distribution of the profit the ministries, which have been changed over to the standardized method, can within the limits of the profit left at their disposal change its direction in the annual plans. But the local financial organs of the republic are not adopting the suggestions of the ministry for the change of the direction of expenditures. Here the question arose for us: Must the changes being made by us within the limits of that portion of the profit, which is being left at our disposal, be submitted for approval to the local financial organs of the republic? For the corresponding right has been given to the ministry, but the procedure of making changes of the direction of expenditures is not specified anywhere.

As to the settlements with the budget in the case of the changeover to the standardized method, we decided to make them in a decentralized manner. In our opinion, this form increases the responsibility of enterprises for the results of the financial and economic activity and increases their interest in the efficient use of material and financial resources and the increase of the assets left at their disposal with the simultaneous increase of the deductions for the budget. In 1981

the enterprises of the ministry were late in paying to the budget only 0.9 percent of all the payments from the profit.

The experience of changing over to the standardized method of distributing the profit is helping us to find means of improving the financial and economic activity and to find answers to the questions, in the settlement of which there was no practical experience.

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## CONSUMPTION TRENDS AND POLICIES

### CHRONIC PAPER SHORTAGE, WASTE RECYCLING BIG PROBLEMS

[Editorial Report] OW050755 Moscow Domestic Television Service in Russian at 0125 GMT on 30 April carries the 30-minute "Political Observer Yu A. Letunov Replies to Television Viewers' Questions" program on paper shortages in the USSR and problems associated with recycling waste.

Letunov begins the program by citing the USSR Gossnab's findings on school children's ignorance of the reasons for their collecting waste paper. He then introduces Nikolay Yakovlevich Miroshnichenko, chief of the main administration of procurement, delivery and utilization of secondary raw materials at the USSR Gossnab, who joins Letunov in commenting on letters from viewers. A viewer from Kiev asks: "Please tell us about production of paper from paper waste. We have chronic paper shortages, when paper is an indicator of cultural level." Miroshnichenko provides examples of measures which are being adopted to overcome this problem, such as waste receiving and recycling centers, but notes that "the development of a material-technical base necessary for processing paper waste is extremely slow."

When Letunov cites complaints on the lack of facilities for accepting used bottles for reprocessing, Miroshnichenko explains that the cost of making the bottles reusable is 10-15 times higher than that of producing new ones.

After Miroshnichenko's comments, Letunov introduces Valentine Yefimovich Lazutkin, chief of the Main Administration of Pulp and Paper Production at the Gossnab, who dwells on measures being adopted to improve the packaging system in the retail food industry. He says that "a lot of complaints and criticism arrive in our offices that only a small proportion of food products is sold in packages and that only 40 percent of the total number of food items is sold in packages instead of the desired 60-70 percent." He notes that a number of recycling plants are under construction which will be concentrating particularly on producing packaging material. Two such plants are being built in Kiev and Leningrad. Miroshnichenko also cites plans for the construction of a large pulp and paper complex in Komi ASSR, which is intended to solve "the problem of paper shortage for books and journals."

Letunov concludes by saying that "all that is left now to do is to sensibly organize receiving and reprocessing waste products."

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END